

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

APRIL 1, 1956

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SEEDS

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FLOWER—GRASS—VEGETABLE

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Prices are per 100; except patented varieties. TERMS: REGULAR.

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No. 1	No. 1 1/2	Per 100
		\$55.00
		42.50
Alain	X	
Baby Chateau	X	
Cheer	X	
Ellen Poulsen	X	
Else Poulsen	X	
Frensham	X	
Gloria Mundi	X	
Kirsten Poulsen	X	
Permanent Wave	X	
Poulsen's Bedder	X	
Red Ripples	X	

SHRUB VARIETIES

	Per 100
Agnes, 2 to 3 ft.	\$60.00
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Belle Poitevine, 18 to 24 ins.	40.00
Blanda, 2 to 3 ft.	50.00
Blanda, 18 to 24 ins.	40.00
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Carolina, 18 to 24 ins.	35.00
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F. J. Grootendorst, 18 to 24 ins.	50.00
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Grootendorst, Pink, 18 to 24 ins.	50.00
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Grootendorst Supreme, 18 to 24 ins.	55.00
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Hugonis, 2 to 3 ft.	50.00
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Mrs. Anthony Waterer, 18 to 24 ins.	45.00
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Rubrifolia, 18 to 24 ins.	45.00
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Rugosa Rubra, 18 to 24 ins.	50.00
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Setigera, 18 to 24 ins.	40.00
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Skyrocket, 18 to 24 ins.	45.00

PATENTED VARIETIES

RETAIL PRICES	Each	Each	Each	Each	WHOLESALE PRICES
—\$2.75	\$1.50	\$1.37 1/2	\$1.30	\$1.20	
2.50	1.40	1.25	1.20	1.10	
2.25	1.25	1.12 1/2	1.05	.95	
2.00	1.10	1.00	.95	.85	
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1.50	.90	.75	.70	.65	
No. 1 1/2 grade 20% less than above prices.					



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Charles Mallerin	X
Charlotte Armstrong	X
Chrysler Imperial	X
Diamond Jubilee	X
First Love	X
Forty-Niner	X
Fred Howard	X
Golden Scepter	X
Helen Traubel	X
Horace McFarland	X
Katherine T. Marshall	X
Lowell Thomas	X
Mary Margaret McBride	X
McGredy's Sunset	X
Mirandy	X
Mission Bells	X
Nocturne	X
Rose of Freedom	X
Rubaiyat	X
San Fernando	X
Show Girl	X
Sleigh Bells	X
Sutter's Gold	X
Suzon Lotthe	X
Taffeta	X
Tallyho	X
Tiffany	X

GRANDIFLORA

No. 1	No. 1 1/2
Buccaneer	X
Carousel	X
Queen Elizabeth	X

FLORIBUNDA

No. 1	No. 1 1/2
Betty Prior	X
Chatter	X
Donald Prior	X
Goldilocks	X
Independence	X
Lilibet	X
Mr. Perkins	X
Masquerade	X
Pinocchio	X
Red Pinocchio	X
World's Fair	X
Yellow Pinocchio	X

BROWNELL HYBRID TEA

Each	Each	Each
10 to 20	20 to 100	100 to 250
\$1.00	\$0.90	\$0.85
.80	.72	.68
No. 1	No. 1 1/2	
Curly Pink		X
Orange Ruffles		X
Pink Princess		X
Queen o' the Lakes		X
Red Duchess		X
Shades of Autumn		X
V for Victory		X

AMERICAN NURSERYMAN

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Forms for the April 15 issue will close Friday, March 30.

Forms for the May 1 issue will close Friday, April 13.

Mail copy to arrive at Chicago by these dates — no later!

A WORLD of BEAUTY for ROSE LOVERS!



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WINNER

ALL AMERICA'S NEWEST HYBRID TEA

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You certainly have a "find" in this variety and in my estimation Tiffany is going to do what the variety "Peace" did a number of years ago.

Yours very truly,
Brookdale-Kingsway Nurseries
Ontario, Canada
Norman J. Scott, Mgr.

AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

FRED H. KILNER
Managing Editor

Editorial

NEW TREES FOR OLD

Some garden flowers are so easy of hybridization—such as the gladiolus, the iris, the chrysanthemum and the dahlia—that amateurs make it a hobby. Some flowering shrubs—such as the rose, the azalea and the camellia—similarly attract the attention of both amateur and commercial growers. The time required to show results is relatively short in these cases.

Because trees need a far longer period to reach maturity, efforts at hybridization are far fewer, aside from the projects in fruit breeding that are carried on at state and federal agricultural experiment stations. A few of these institutions also have long-range programs under way seeking better strains or varieties of ornamental trees, usually to discover, if possible, disease-resistant forms, as in the case of the chestnut, the elm and the oak. Forest tree stations and paper mill companies seek better forms of such trees as the fast-growing poplar for special purposes.

More often our new varieties of trees, whether deciduous or conifer, nowadays come from natural mutations, or so-called sports, since the importation of newly discovered species from the Orient has ceased to be of its one-time proportions. The alert and experienced plantsman, be he commercial nurseryman, amateur gardener or professional superintendent of park or arboretum, notices variations in plant growth and watches any that seem to offer promise of useful forms. Many coniferous evergreens have been added to the list in consequence. A number of forms of the American elm in various parts of the country come in this category.

Sometimes definite plans of selection are undertaken by nurserymen as well as others. A popular patented variety of the honeylocust came into being in this way. Other instances less well known might be cited.

Such progress from old varieties of trees to new may be little realized by the nurseryman who grows only a few old stand-bys and makes them

satisfy the needs of his community. He, as well as his more broadly visioned fellows, should learn of the newer things—some in existence for decades—which will be prized by the public, as well as the expert plantsmen, when they are more widely available.

PLANT NAMES

Sometimes one wonders if the nurserymen who boast in their catalogs of being everyday dirt farmers—and print them on gray newsprint paper, using old and worn cuts—purposely misspell a few plant names in their pages as evidence that they are not beyond their fellow ruralites in readin' and writin'.

The misspellings are so obvious that the printer's proofreader should be sure to catch them, while complicated botanical names on other pages are correct to the letter.

But if the errors are the result of negligence or ignorance, and not deliberate purpose, they lead to the natural question whether such nurserymen are more careful in respect to plant labels or in filling orders.

Satisfaction to the public depends on attention to every detail, particularly in regard to merchandise so needful of care as are plants. The nurseryman should be painstaking as to names from first to last—accurate in labeling, precise in nomenclature and correct in spelling.

YOUR HEALTH

An unusual type of speaker appeared on the program of one of the midwinter nurserymen's meetings. He was a physician, and he talked on the importance of good health. That should be obvious, except that the records show so many illnesses and accidents that impede the course of business.

Not only is the loss of working time and, consequently, of income, an important factor, but inefficiency in business operations is frequently incurred. Nurserymen and their employees often do stick to their jobs when they realize that they are doing half what they should. In emergencies it may seem necessary, but in chronic cases of illness some alleviation or attempt at cure would be cheaper.

This is not to depreciate the employment of handicapped persons, for they can be quite efficient if placed in the right jobs.

But persons with headaches or

backaches are seldom fit to wait on customers, whom an impatient word may send away in a huff. It is well known that a salesman should be relaxed and good-natured to be most successful. How many customer conflicts and mistakes are due to "bad days" suffered by employees or the boss himself!

This is an unusual topic in a business magazine. But it is an aspect of business management that is receiving more and more attention by large corporations and might equally be considered seriously in smaller enterprises.

MAKING PROGRAMS

The success of the short courses or educational days provided by some state associations of nurserymen in cooperation with their state colleges has led to requests for similar events in other states. Arranging the program for such an occasion is more of an undertaking, however, than it may at first appear.

To ask a professor from each of several departments of the college to speak on his subject is an easy way, but by no means a sure way, to secure talks of direct interest and value to nurserymen. No doubt the professors of agronomy, agricultural engineering, speech, marketing, etc., know their stuff, but the busy nurseryman wants a talk directly related to his problems or needs.

Prominent and successful nurserymen likewise have knowledge that would benefit their fellows, but unfortunately they are not always willing and sometimes are not able to put that knowledge cogently into words in front of even a small audience.

The task of those preparing the program for a short course or education day—or, for that matter, for an association convention—is first to determine what subjects are desired to be covered and then to secure competent and interesting speakers to discuss them from the nurserymen's point of view.

Those persons who have successfully provided such a program are the first to recognize the difficulties of the task. It requires no little preparation, and a year in advance, they say, is not too soon to begin planning. If their suggestions are passed on to those undertaking such educational events for the first time, the programs will be the more valuable to those for whose benefit they are designed.

Unruly Genes Help the Landscape Man

By J. G. Gerling

Rochester Park Department, Rochester, N. Y.

We know that "mighty oaks from little acorns grow," but we do not know just exactly why. We also know that trees grown from the seeds of a sugar maple are expected to mature with heavily branched, full-headed individuals typical of the species, but we do not know why one sugar maple seed, out of many millions, will produce a tree of such different branch structure that it does not even remotely resemble the parent plant. Nor do we know why one Norway maple seed, apparently no different from all others from the same tree, which has the characteristic dark green leaves of the species, will develop a Norway maple tree similar in woody structure to the seed parent, but with light green, yellow-bordered leaves.

When any organism propagates itself normally, hereditary characteristics are usually reproduced, and we know that this natural procedure is determined by units of inheritance, called genes, which are located on and transmitted by the chromosomes. These determining factors represent the lowest quantity into which hereditary material is ordinarily divided, and they correspond, somewhat, to chemical atoms. We cannot see these entities actually building oak trees from seeds to maturity or grow-

ing a new tail exactly like the one lost by a lizard. We can only see the results of their influence in developing tissue according to previously established patterns. Their function is the transmission of hereditary characteristics, and their job is to see that like begets like—that acorns do not grow into maple trees and that the lizard's lost tail is not replaced with an extra leg. Genes, then, seem to be endowed with some sort of directive capacity that enables them to build, from materials at hand, cell structure in accordance with predetermined plans.

Genes with Minds

Some idea of genetic activity can be had if we imagine a manlike giant, several thousand feet tall, who knows as little about human behavior as we know about the functioning of genes. He walks over a man-built city, where only the tallest skyscrapers are within range of his limited vision, and from his great height he does not even see the people swarming about the city because they are so small. He kicks over the tall buildings and goes his way. Later, he returns and sees the ruined buildings again rising from the ground, exactly as they were before, but cannot see the tiny men who are rebuilding them—the "genes" whose purposeful work is responsible for what he sees growing before his eyes. Just as these tiny humans, who are invisible to the giant, rebuild their skyscrapers, guided by their intellect, so the genes direct the growing of the new tail on the lizard and determine the development of an oak tree from an acorn.

Thus we try to explain the normal transmission of structural detail by the determining factors in cells of all growing organisms and the typical appearance of expected hereditary characteristics. But how about the yellow-edged leaves on the Norway maple and the fastigiate branch development of the columnar sugar maple? Just what causes the genes, responsible for such marked deviations from normalcy, to direct growth of such different structural detail?

Let us go back to our giant for the reason, if not the complete answer, for these out-of-the-ordinary developments in some individual offspring. If the giant peered a little

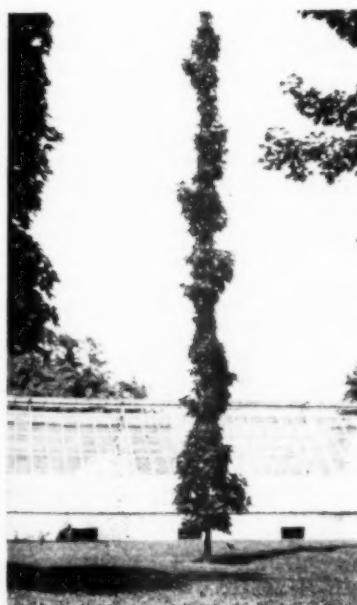


Illustration A — Sentry maple, clone of *Acer saccharum*.



Illustration B — *Pinus nigra monstrosa*, clone of *Pinus nigra*.

closely, he might perceive somewhat similar differences effected by the humans (genes) in the city, only faintly visible from his height. He would see that most buildings are of the same color, with only an occasional one of different hue, and that most of the buildings are of about a few of great height and relatively small lateral dimensions—the occasional skyscrapers.

If intelligent enough, the giant might eventually postulate the presence of the humans and conclude that these variations in color and form resulted from different ideas originating among the beings responsible for the development of the structures, just as we know that the varietal forms of plants, as to color of foliage and woody structure, are due to the changed determining influence of genes that, for one reason or another, take it upon themselves to direct the development of cell structure quite different from previously followed patterns.

Mutations

The different forms resulting from the erratic action of genes are known as mutations, and though we see many examples of such inconsistency in genetic activity, we may never know exactly what causes some genes to so react with environment and other genes. We cannot know



Illustration C — Witches'-broom on white pine.

whether or not genes do have sense centers capable of functioning like the reasoning powers of the human kind, which seems likely, because genes do have the ability to decide upon and direct development of physical changes advantageous to the plants' struggle for existence under adverse environment. Evolution may explain the necessity for such changes essential for survival, but just how outside influences register and cause genes to evolve structural forms better adapted to changing environment, we do not know. And we certainly do not know how a gene changes its mind and decides that it will influence other genes to cooperate in directing cell structure different from the norm.

Witches'-Brooms

We know that attacks of certain fungi and parasites cause dense, bushlike growths of smallish branches, usually with smaller leaves, on the normal branches of some plants,

and we call these growths witches'-brooms (see illustrations C and D). We do not know why genes react in this particular manner, nor do we know just why genes effect the spontaneous physical changes noted in occasional branches developed from normal-appearing buds and known as sports.

Neither do we know just why germinal mutation causes a seed, cast from a tree normal in every respect, to produce a plant (which we call a clone) entirely different in woody structure from the seed parent (note illustrations A and B). Nor do we know why, if such a clone bears viable seeds and they are planted, the ensuing plants rarely retain the new characteristics of the clone, but revert to the species type from which the clone-producing seeds originated. What has been a dominant genetic factor in but one generation becomes recessive in the very next and may not reappear for many generations, if at all.

We have a theory of mutation, advanced by the Dutch botanist De Vries, in which the germ plasm of offspring is held to possess enough variability to produce, on occasion, individuals that differ markedly in appearance from the parents, but we still cannot explain exactly what causes this occasional mutation to take place in the bud or seed at any one particular time under normal conditions.

Gains from Changes

We may never know why just one branch, found growing on a tree consistently producing oranges with the usual seeds, should bear the seedless fruit we call the navel orange. We say conditions cause these genetic changes, but find it quite impossible to create conditions that will

make a plant change its self-determined characteristics as to shape, size, color, flowers or fruit, save in the few cases where polyploids are developed within certain limits. What the genes can do, when they take the notion, it takes expert breeders many generations to accomplish by painstaking selection and crossing.

Even though we have little actual knowledge of the why and how of genetic activity that fosters mutations in the plant world and produces exceptions to prove the rule, the mutations have provided many useful and interesting varieties and forms that have added desirable trees and shrubs to the nurserymen's plant listings. Following articles will illustrate and describe sports, clones and hybrids which have added to our choice of plant forms well adapted to specific uses, also some little-known and far too little used species which should be more available for discerning planters.

"PLANT NEW MEXICO"

The program of "Plant New Mexico" was launched February 23 at a meeting held at the El Fidel hotel, Albuquerque, N. M. In attendance were about 150 civic leaders, nurserymen and representatives of garden clubs in the state.

Presiding over the meeting was Ralph Callaway, Callaway Nursery, Carlsbad, N. M., president of the New Mexico Association of Nurserymen. Many members of the association from other cities were present, indicating the interest that had been stimulated by the committee in charge of the program, headed by David Gaunt, Albuquerque, N. M.

Lee Robinson, superintendent of state parks, representing the governor of New Mexico, proclaimed March 18 to 25 as official Arbor day week in the state. Berl Huffman, state economic development commission director, offered the full cooperation of the commission and of other state offices in the promotion of "Plant New Mexico."

The program is being designed along the same lines as the "Plant Dallas" program in Texas. Don West, chairman of the Dallas program, discussed the program objectives.

ROBERT G. SOWTON has started the Mount Laurel Nursery, on Church road, Moorestown, N. J., to handle ornamentals at retail. Previously Mr. Sowton carried on farming at the same location.



Illustration D — *Pinus nigra hornbrookiana*, propagated from witches'-broom found on black pine.

Massachusetts Holds First Short Course

By Helen S. Anderson

February 23 and 24, the first short course for nurserymen conducted by the Massachusetts Nurserymen's Association was held at the Waltham field station, Waltham, Mass. The course was attended by 175 members of the M. N. A., students of the Universities of Massachusetts and New Hampshire and members of other horticultural and agricultural organizations.

After a warm welcome by Frank White, president of the state association, Dr. John Havis, director of the Waltham field station, and Seth Kelsey, East Boxford, chairman of the educational committee of the M. N. A., the program opened with a comprehensive discussion of "Weed Control Methods," by Dr. Robert Ticknor, assistant professor of nursery culture at the field station. Dr. Ticknor illustrated the tremendous savings in time and labor afforded by the proper use of the newer chemical weed killers. He stressed the fact that the use of the chemical products still had to be supplemented by hand cultivation close to the plants to avoid injury.

Propagating Methods

After lunch, Roger Coggesshall, propagator, Arnold Arboretum, Jamaica Plain, Mass., presented his experiences with modern propagating methods with particular emphasis on the use of polyethylene. He gave dramatic illustrations of the results obtained in rooting cuttings of rhododendrons and azaleas under proper use of polyethylene. Mr. Coggesshall maintained that the use of .002 polyethylene eliminated constant watering, promoted heavier rooting and cut down on the presence of fungous diseases. His lecture was enlivened by visual demonstrations and colored slides. The arboretum has been using polyethylene for the past three years with excellent results.

Dr. Ticknor then spoke in behalf of the practical use of mist in nursery propagation. According to his findings at the field station, controlled mist kept the rooting media warmer and used less water than the previous method discussed, helped to harden off cuttings and allowed the use of full light. He also found that the mist allowed the cuttings to use food for root growth. Various types of nozzles and timing devices were shown, and the relative

merits of each were discussed. Mr. Coggesshall and Dr. Ticknor conceded that both methods had their good points and took part in a lively discussion with the audience.

A panel made up of Win Thurlow, Cherry Hill Nurseries, West Newbury; Robert Mednis, Weston Nurseries, Inc., Weston; Chester Holt, Kelsey Nurseries, East Boxford; Dr. Ticknor, and Mr. Coggesshall answered questions from the floor. It was interesting to note that Cherry Hill Nurseries favored polyethylene, while Weston Nurseries, Inc., used mist.

The first day ended with a dinner at the field station, at which the guest speaker was Dr. Albion Hodgdon, chairman of the department of botany, University of New Hampshire, Durham. Everyone enjoyed his subject, "Plant Life of the Alaskan Arctic."

Soil Pointers

Friday, February 24, the short course opened with a discussion of "Soils, Their Origin, Structure and Properties," by Dr. Mack Drake, research professor of soils, Goessmann laboratories, University of Massachusetts. He provided interesting

facts on the construction of New England soils and the dangers of removing the topsoil without building up the remaining subsoils. Since the topsoils here were deposited by glacial winds, they have no relation to the subsoil. Therefore, the use of organic matter is of prime importance to help compensate for the removal of the valuable topsoil when balling plants. Dr. Drake also used colored slides to emphasize his talk.

Richard Wyman, Wyman's Framingham Nurseries, Framingham, was the next speaker. His talk covered practical soil management, the use of fertilizers, crop rotation, cover crops and the like in connection with growing nursery stock. Mr. Wyman's observations were based on years of experience, during which he constantly weeded out the impractical and developed the practical ideas. He maintained that soil is a living substance which is constantly changing under various circumstances. Mr. Wyman also is a firm believer in the use of organic materials to increase the productivity and textures of soils.

After lunch, Dr. Warren Whitcomb, research professor of entomology, Waltham field station, lectured

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"PLANT AMERICA" AWARD PRESENTATION AT BOSTON MEET



Howard Shaefer, left, the Napier Co., Meriden, Conn., receiving from Valleau C. Curtis, right, director of the American Association of Nurserymen, a "Plant America" award of the association at the recent annual convention of the New England Nurserymen's Association at Boston, Mass. With Mr. Shaefer is Lincoln Pelley, center, Millane Nurseries, Cromwell, Conn., who received an award for his outstanding achievement in landscaping the Napier establishment.

Western Pennsylvania Meeting

By Frank K. Curto

The fourth regular meeting of the Pennsylvania Nurserymen's Association, Western region, held at the Hotel Webster Hall, Pittsburgh, March 8, was called to order by Chairman John M. Eisler. There were 47 members present.

The minutes of the December meeting and the treasurer's report were read and approved. The chairman then called for reports of committees.

John M. Eisler, reporting for the cooperative purchasing committee, discussed the association's cooperative purchases of fertilizer and shingle tow.

Max Sestilli, reporting for the telephone listing committee, stated that he had investigated the possibility of having members of the Western region listed under the heading of the P. N. A. The telephone company would provide a block setting which would include the name of the association and the seal. Under this block setting any member who desired could have his name listed for \$2.50 in bold type or \$1.50 in light type. The members who participated in the listing would prorate the cost of the block setting of the association, which would cost \$14.

Film Shown

The meeting was then turned over to Stanley Leonard, program chairman. The first item was a 25-minute showing of the film prepared by E. I. du Pont de Nemours & Co., Inc., titled, "Nature's Half Acre," depicting nature's creatures through the seasons. The film was followed by an explanation of the new urea-formaldehyde fertilizer, Uramite, by representatives of the company, who told how the product was developed and illustrated by colored slides some of the promising uses for this material.

Stanton W. B. Wood, division head of the local district for administration of the wage and hour law, talked in detail on the subject of wages and hours for employees. This topic was of a great deal of interest to the membership, and at the conclusion of the talk many questions were asked.

Pest and Disease Control

E. J. Undine, extension entomologist, discussed new insecticides and fungicides. He also distributed a mimeographed outline giving spray

schedules for the control of insects and diseases.

The meeting was then adjourned for visiting and dinner. At the conclusion of dinner, Prof. C. L. Hosler, associate professor, department of meteorology, Pennsylvania State University, gave the membership an enlightening and humorous talk on the weather. He explained accurate weather forecasting, debunked the so-called rainmakers and explained in detail concerning private weather services that can be purchased by anyone desiring accurate forecasting.

NEW PENNSYLVANIA HEAD



Arthur B. Copenhaver

Arthur B. Copenhaver, Mechanicsburg, Pa., recently elected president of the Pennsylvania Nurserymen's Association, was born at Lebanon, Pa., and later moved to Harrisburg. It was during his high school days that he became interested in forestry and nursery work. He attended Pennsylvania State College (now Pennsylvania State University).

In 1928, Mr. Copenhaver, with his father and uncle, the late William H. and Charles F. Copenhaver, founded the Copenhaver Nurseries. In 1947 Mr. Copenhaver became sole proprietor of the landscape nursery, which now has 40 acres, as well as new offices, a greenhouse and a garden center ready for operation this spring.

Mr. Copenhaver is a member of the American Association of Nurserymen and delegate to the 1956 convention at Los Angeles, Calif., and is also a director of the landscape materials information service. He is a member of the local school board and of St. John's Evangelical and Reformed church at Harrisburg. Mr. Copenhaver and his wife, Ruth, have two daughters, Judy and Jane.

PENNSYLVANIA TRADE

The Pennsylvania nursery business is one of the fastest-growing agricultural industries in the state, according to the Pennsylvania secretary of agriculture, Dr. William L. Henning. State nurseries have increased from 957 to 1,752 since 1945, and acreage used for the growing of nursery stock has increased from 9,217 to 12,585 acres in the same period of time. Dealers have also become more numerous, being 172 in 1945 and 368 as of December 1, 1955.

The agriculture department's bulletin listing certified nurseries, dealers and collectors in the state, published in February, shows that Allegheny county leads in the number of certified nurseries, having 154, while Montgomery county, having 121 nurseries, has more acreage devoted to growing nursery stock — 1,892 acres compared with the 532 acres in Allegheny county. Erie county possesses 65 nurseries, with 1,022 acres, and Indiana county has 53 nurseries, with 951 acres.

AVERY S. HOYT RETIRES

Dr. Avery S. Hoyt, who had directed crops regulatory programs for the United States Department of Agriculture since 1953, retired at the close of 1955 after 25 years of service as a top administrator of entomological research and plant pest control activities of the U. S. D. A.

A native of San Diego, Calif., he was a graduate of Pomona College. From 1912 to 1931 he served in the California state department of agriculture and then became assistant chief of the U. S. D. A. plant quarantine and control administration. He was made chief of the bureau in 1950. During World War II, research which he directed was highly important in developing techniques and materials for protecting servicemen and civilians against disease-carrying insects.

Dr. W. L. Popham, who was named to succeed Dr. Hoyt as director of crops regulatory programs for the U. S. D. A., joined the department after World War I and for the past 15 years served as director of plant pest control activities. Emory D. Burgess, as reported in a recent issue, succeeds Dr. Popham as head of the plant pest control branch.

L. F. Curl, formerly head, cooperation with North American countries section of the pest control branch, has been named assistant chief of the branch.

The eleventh annual nurserymen's conference of the Pennsylvania State University was held at University Park, February 21 to 23. Dr. R. B. Dickerson, associate dean of the college of agriculture, gave the welcome and spoke briefly of the facilities provided by the institution for citizens of the state.

S. G. Gesell, assistant professor of entomology, extension staff, spoke on "Soil-Borne Insects and Control Measures." One of the most prevalent pests is the white grub. It is frequently found in lawns where its presence may be detected by dead patches in the turf. The sod may be rolled up like a carpet, since the grubs cut off the grass roots. The strawberry weevil, rough strawberry weevil and black vine weevil are similar and are especially destructive to evergreens.

Material recommended for controlling these pests is aldrin or heptachlor. Either may be used, and the rate of application is the same: Four pounds of 2½ per cent dust, or five and one-third ounces of 25 per cent wettable powder or one-half cup of emulsion to 1,000 square feet, applied any time when the soil is not frozen or soggy. The material should not be left on top of the soil, since the effectiveness is soon lost; it should be drilled in or watered immediately. If this is not possible, application may be made just before a rain. These materials will not kill the grubs of the black vine weevil or the strawberry weevil, but will kill the adult before the egg-laying stage or at the stage when it is emerging from the soil.

Pennsylvania Conference Presents Varied Topics

By Robert P. Meabl

In treating nursery beds, three pounds (dry) active material or one and a half gallons of liquid emulsion per acre should be used. Liners already in the field can be treated at the same rate.

Chlordane and dieldrin also may be used to control the pests named, but chlordane is more erratic in its action, and although dieldrin is as effective as aldrin and heptachlor, it is more expensive.

Other pests are the pales weevil and the white-pine weevil. The pales weevil causes damage in the fall by burrowing into the plant. Visual symptoms are browning and dying back in the winter. The weevil is difficult to control, but spraying the foliage and trunks in September with dieldrin at the rate of one pound of 50 per cent wettable powder to 100 gallons of water is worth trying. White-pine weevils cause dying back of the tips of both pine and spruce. Control is achieved by DDT, one pint of 25 per cent emulsion per gallon of spray, applied in late March or early April.

Professor Gesell also mentioned symphylids, not truly insects, which chew off roots of vegetables and may work on nursery crops. Nematodes, which are serious pests in the south,

are found in some areas of Pennsylvania. New materials that are available for control of nematodes but have not had adequate testing for general recommendation are Vapam, applied before planting; Nemagon, applied after planting, and VC-13, used as a drench.

For mites, aramite still gives excellent control when used at the rate of two pounds of 15 per cent wettable powder to 100 gallons of spray.

Landscape Design

The second speaker was Ben Palmer, Rose Valley Nurseries, Media, Pa., whose subject was "Fundamental Aspects of Professional Landscape Design." He pointed out that in many cases nurseries are not doing so good a job as possible with landscaping, and sometimes it is difficult to find examples of good plantings. The purpose of landscape design might be defined as combining the aesthetic or beautiful and the functional or practical. Designing a plan takes imagination, and skill is needed to convey the idea to the prospect. This phase of landscape work needs strengthening in most cases, Mr. Palmer said.

The landscape design should in
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VIRGINIA NURSERYMEN'S ASSOCIATION OFFICERS AND GUESTS AT RECENT CONVENTION



Officers and guests at the recent convention of the Virginia Nurserymen's Association, left to right, seated, Mrs. Charles L. Otey and Mrs. George Stockner; standing, John E. Tankard, vice-president; Vernon Marshall (president, A. A. N.); Charles L. Otey, secretary-treasurer; M. S. McKinney, past president; George Stockner, president, and John R. McDonald and S. E. Quillen, members of the executive committee.

Long Island Nurserymen Stage Spring Garden Show

By Clarence E. Lewis

The tenth annual spring garden show of the Long Island Nurserymen's Association was highly successful. About 7,500 persons attended, even though the weather was not favorable.

The 5-day show was opened Thursday, March 1, by Carl F. Wedell, head of the school of ornamental horticulture at Farmingdale. Again the displays were housed in the exhibit hall of Hicks Nurseries, Westbury. The show theme was "Plant Long Island," and the gardens exemplified how the homeowner could use plants for beauty and practicality.

The committee included Peter Costich, Hicks Nurseries, as show manager; George Hren, Anton Hren Nurseries, Huntington Station, show chairman; Frank Bon Giorno, Suburban Nurseries, West Hempstead, treasurer, and David Bulk, Bulk's Nurseries, Babylon; Clinton Hewitt, Premier Peat Moss Co.; Hewlett Lewis, Lewis & Valentine Nurseries, Greenvale, and Richard Papenhausen, Treeland Nursery, Lindenhurst.

Over 75 nurserymen and landscape designers contributed to the success of the show. The gardens were judged by Henry Nye, superintendent of the Bayard Cutting Arboretum, Oakdale; Miss Dorothy Peace, a landscape architect, and

Joseph Roesch, who is in charge of the landscape curriculum at the Farmingdale school of ornamental horticulture.

Class A Winners

Class A included those gardens of seasonable plant materials covering approximately 400 square feet. Lawns, flower beds, rose and bulb beds and a patio or terrace could be included in the general layout. In this class, Landscape Associates, Inc., Brookville, won first place for an intimate portion of a modern garden designed for simplicity, ease of maintenance, practicality and proper garden lighting. The beds and tree areas were raised to show off the shrubs which were held by retaining walls. Planted in raised beds, the shrubs and flowering plants were shown to better advantage, since they were nearer to the eye level of the viewers. A small pool enhanced the beauty of one corner, and a small terrace provided a sitting area.

Second place was earned by Lewis & Valentine Nurseries, with a small rock garden blended with a general landscape of natural features, where plants were used to provide privacy.

Third place went to the display of S. Scherer & Sons, Northport, where a small corner pool, with water tum-

bling over moss-covered stones and showing many aquatic plants, made an attractive scene. It was the type of garden that would easily fit the corner of a terrace or a small lawn.

Honorable mention was given Anton Hren Nurseries, which portrayed outdoor living by using a grassy alcove outlined with a dry blue stone wall. At the top of the wall was a planting of Geranium Mrs. Lawrence, backed by flowering crab apples and peaches.

Best Display

Class B gardens ranged from 300 to 400 square feet and had all the requirements of class A, except that rock gardens and not terraces could be included. In this class, Hicks Nurseries, Inc., won first by employing the theme "Spring Comes to a Woodland Path." Along a path covered with pine needles were colorful tulips, hyacinths and azaleas. An old pine added to the atmosphere and privacy, and there was a suggestion that part of one's property could be livable and present no lawn problem. This garden was judged the best in the show.

Second prize was awarded to Bulk's Nurseries, which had a striking corner garden. Included were a larch in full leaf and some good specimens of warty barberry (*Berberis verruculosa*). Hermann Eberhard, Franklin Square, earned third place with a combination of some fine examples of birch, rhododendrons, hollies and azaleas.

The fourth-place garden of Robinson Nurseries, Bethpage, held a fine specimen of blue Atlas cedar that attracted attention. Excellent

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Nurserymen and guests who participated in the opening of the spring garden show of the Long Island Nurserymen's Association, left to right, George Hren, Huntington Station; Clinton Hewitt; Peter Costich, Westbury; Carl F. Wedell, Long Island Agricultural and Technical Institute, Farmingdale, and Joseph Hren, East Hampton.

Operating a Garden Center

Chapter 9. Potted Nursery Stock

By John J. Pinney

Proper display of nursery stock in the garden center is extremely important. Dormant trees and shrubs having little beauty in themselves are difficult to display attractively. The problem is much simpler with coniferous and broad-leaved evergreens which retain their foliage the year around. Customers can easily imagine how they will look planted in the garden. The same is true of container nursery stock when in full leaf.

There is not a great deal you can do to make an attractive display of dormant nursery stock — one that will have considerable sales appeal. You can arrange it neatly in the display beds, standing it up straight and spacing it out so each plant can easily be seen.

Dormant plants show no sign of life at all. The average customer is not able to determine whether they are alive or not and often he is afraid to buy because of this doubt. When dormant plants show the first sign of life by the swelling of the buds or the appearance of the tiniest leaves, the customer's doubt is dispelled, and he is ready to buy. Unfortunately, bare-root plants which have started to grow do not transplant most successfully; the mortality is higher than with plants fully dormant.

Plants in Containers

Some of the difficulties in the handling and displaying of dormant deciduous nursery stock are being overcome by the practice of planting it in pots made of asphalt roofing paper or similar material, several makes of which are on the market. A wide range of deciduous plants can be planted in these pots: Shade trees, fruit trees, flowering trees, shrubs, vines, rosebushes and perennials. Pots are available to accommodate trees up to eight feet in height.

Because it is not practical to ship nursery stock planted in these pots, the usual practice is for the garden center operator to buy the dormant stock from the wholesale nursery and pot it himself. Manufacturers of the pots will gladly supply complete instructions for their use. Nursery stock should be potted early enough in the season to insure good root action by the time the plants break dormancy. This will be all the way



Demonstrating potted roses at Cloverset Farms, Kansas City, Mo. Note the signs which indicate where each variety can be found. The tall evergreen hedge in the background helps to protect the roses from late frosts.

from January in the deep south to March 1 in the north. Several weeks should be allowed for the roots to become fully active.

Choose Profitable Size

Do not make the mistake of buying small plants to pot in order to save money. It will cost you almost as much to pot a No. 2 rosebush as a No. 1. The smaller plants will take up just about as much room in your garden center and cost you just as much to sell. You will find it much easier to sell a larger plant, and your profit per plant will be more. Most important of all, your customers will be better satisfied. Always keep in mind the fact that the soundest business is built on the best merchandise.

Pot No. 1 roses in preference to the medium grade. In shrubs do not pot anything smaller than 18 to 24 inches; two to three feet would be better for many varieties. No. 1 vines are best for potting; fruit trees 9/16 and 11/16-inch caliper, flowering trees four to five feet and five to six feet, shade trees five to six feet and six to eight feet.

The soil used in potting should be porous enough to prevent caking and to permit easy penetration of water. Heavy tight soils can be lightened by the addition of peat moss, leaf mold or compost. If the soil used is infertile, fertilizer can be added to the soil mix before the plants are

potted. It is important to have the soil packed firmly around the roots in the pot. A short, blunt stick serves well to tamp the soil.

Nurserymen who will require a great deal of soil for potting should plan a regular composting program. Grass sod makes the best material for starting compost piles and should be used whenever available. There is a great deal of literature on the subject of supplying compost with which one should become familiar.

Handling after Potting

After the plants have been potted, set them in a cool place, preferably a deep bed with solid sides. Cover plants completely with straw or hay, to keep them from drying out and protect them against freezing and thawing. Leave them until root action is well started.

By all means do not make the mistake of placing the plants in a greenhouse or other warm place after potting. The warm air will cause the tops to start growing while the roots will remain dormant. Then, when the foliage is well developed, it is likely to wilt, because the inactive roots cannot supply it with water and food.

Nursery stock planted in asphalt paper pots has many advantages for the garden center operator. Not only is it easier to display because it does not have to be heeled in, but it makes

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Agricultural Census Shows Nursery Growth

Interesting preliminary data have come to light on the value of horticultural specialty crops from the agricultural census conducted in 1955. The census confirms the opinion that since 1949, horticultural specialties have increased in importance among agricultural crops.

In ornamental horticulture, particularly, i.e., the production and distribution of woody ornamentals and perennials, it has been observed that, since 1949, there has been scarcely enough stock to supply demands. There has been little occasion for nursery stock to be grown to size for special purposes or as specimens. The only producers of ornamental horticultural products that bear no evidence of marked increases in sales are bulb growers, flower seed growers and retail mail-order nurserymen. Although the prices of nursery stock may not have advanced so rapidly as the prices of many other commodities, there has been a small but general rise above the 1949 level for many crops. The impetus of industrial, highway and institutional or civic demands for nursery stock has greatly expanded the horizon for the marketing of these crops.

In 1954 and 1955, it is estimated, the farm value of horticultural specialty crops likely came to about \$450,000,000, as compared with slightly less than \$400,000,000 in 1949. It is believed that most of this increase was in ornamental horticulture or the nursery and miscellaneous crop classification of horticultural specialties in the census of agriculture. The miscellaneous crop classification includes vegetables grown

under glass, for which no increase is indicated, and propagated mushrooms, for which there may have been an increase in farm value. Perennials and annual bedding plants in this classification can be expected to increase in total value when nursery crops are doing so.

Summary

The preliminary results of the 1955 census of agriculture show that, in 1949, the value of horticultural specialty crops was \$392,098,000. By 1954, it was \$451,610,000. Nursery products (trees, shrubs, vines, ornaments) were valued in 1949 at \$98,529,000, and in 1954, at \$136,031,000. Flowers and flowering plants were valued at \$235,826,000 and \$246,577,000, respectively. Vegetables grown under glass, flower and vegetable seeds and plants, bulbs and mushrooms increased in value from \$57,742,000 in 1949 to \$69,002,000 in 1954.

These data show that major portions of the more than \$50,000,000 increase in farm value since 1949 is associated with nursery products and miscellaneous horticultural specialty crops. Whereas there was an apparent increase of nearly 40 per cent in the farm value of nursery crops, there was an increase of only 4 per cent for floriculture.

Two accompanying charts prepared by the United States Department of Agriculture in September, 1955, show the place of horticultural crops in American agriculture in 1954. The left-hand chart compares income from livestock and horticultural crops, the latter classification

including fruits, nuts, vegetables and horticultural specialty crops, excepting dry edible beans and dry field peas. Out of a total of more than \$30,000,000,000 receipts from farm marketings in the United States in 1954 more than \$3,000,000,000, or 10 per cent, was derived from horticultural crops.

A breakdown of the 1954 horticultural crop income figure is shown in the right-hand chart. Cash receipts from marketings of producers of horticultural specialty crops in the United States amounted to more than \$600,000,000, or about 20 per cent of the total for all horticultural crops. The separation of this total into floriculture and ornamental horticulture is based on data from the 1950 census of horticultural specialties. In this study floriculture amounted to 65 per cent of the total and ornamental horticulture, 35 per cent of the total.

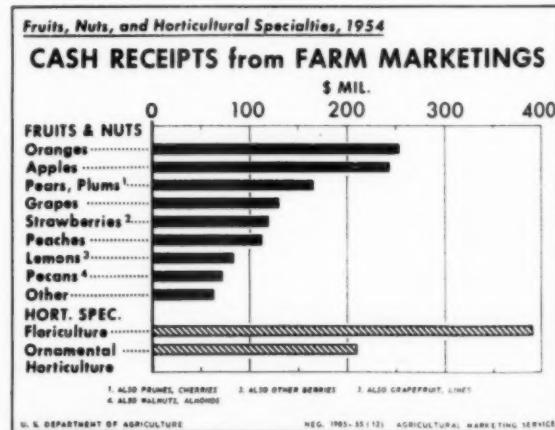
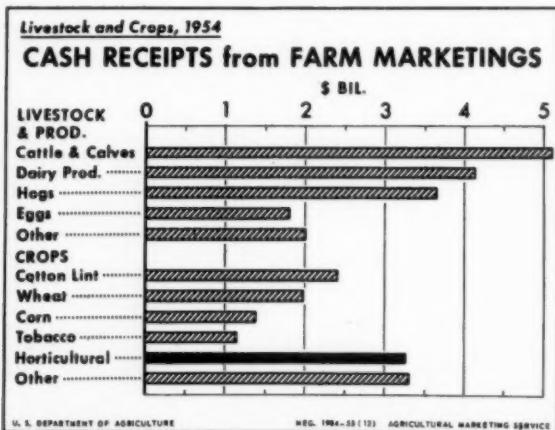
UNIFORM PARCEL POST

The Post Office Department and millions of parcel post mailers would be spared many a headache by a bill filed in Congress by Congresswoman Katharine St. George, of New York.

The bill, H.R. 9566, would make the size and weight of parcel post packages uniform between all post offices throughout the country.

Mrs. St. George's legislation proposes uniform top limits of 60 pounds and 100 inches combined length and girth for packages. At present, there are three different weight limits and two size limits varying with the class of post office between which shipments are sent and the distance.

Lack of parcel post uniformity has caused heavy revenue losses to the Post Office Department and widespread public misunderstanding and dissatisfaction, according to Deputy Postmaster General Stans.





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Trade-Mark

North, South, East, West—all over the country, nurserymen are using CRAG Herbicide-1 to prevent weeds in a wide variety of nursery stock. Here are some typical reports of the effectiveness of CRAG Herbicide-1 from all over the United States:

Bradenton, Florida—up to 85 per cent weed control in gladiolus.

Lafayette, Louisiana—excellent control of annual weeds in camellia, ilex, spirea, magnolia, arborvitae, boxwood, and other varieties.

New Britain, Connecticut—hemlock and American arborvitae treated with excellent results.

Onarga, Illinois—species of taxus, juniper, spruce, arborvitae, and other nursery stock treated with excellent control of weeds.

Perry, Ohio—weeds controlled effectively in 49 varieties of nursery stock.

Sherman, Texas—applications in late autumn prevented "henbit" and other fall weeds throughout the winter.

Wherever you are in the United States, use CRAG Herbicide-1 to save money and hand labor, and prevent weeds in your fields. It's easy to use; all you do is dissolve it and spray it on. Get CRAG Herbicide-1 from your dealer now.



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Buxus Sempervirens
Cotoneaster Franchetii
Cotoneaster Horizontalis
Elaeagnus Fruitlandi
Elaeagnus Simoni
Euonymus Coloratus
Euonymus Fortunei Erectus
(small leaf)
Euonymus Patens
Gardenia Fortunei
Ilex Cornuta Burfordi
Ilex Cornuta Femina
Ilex Crenata Convexa
Ilex Crenata Rotundifolia
Ilex Opaca East Palatka
(heavily sheared)
Ilex Vomitoria
(well sheared)
Pride of Houston
Jasminum floridum
Laurel Cherry
(well sheared)
Ligustrum Lucidum
(Black Wax)
Ligustrum Lucidum
(Griffing type)
Ligustrum Lucidum Nanum
Loropetalum Texanum
Magnolia Glauca
Magnolia Grandiflora
Magnolia Soulangiana
Magnolia Soulangiana Nigra
Nandina Domestica
Photinia Serrulata

CONIFERS

Arborvitae, Or. Baker
Arborvitae, Or. Berckmans
(Aurea Nana)
Arborvitae, Or. Blue Cone
(very compact)
Arborvitae, Or. Bonita
Arborvitae, Or. Bonita Golden
Arborvitae, Or. Excelsa
Arborvitae, Or. Fruitland
(Green Berckmans)

CONIFERS, cont.

Arborvitae, Or. Newark
Arborvitae, Occ. Globosa
Arborvitae, Occ. Nigra
(Dark Green)
Arborvitae, Occ. Pyramidalis
Cedrus Deodara
Juniper, Andorra
Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Glauca Hetzi
Juniperus Glauca Hetzi
(staked and sheared)
Juniperus Hibernica
(Irish)
Juniperus Pfitzeriana
Juniperus Pfitzeriana Aurea
Juniperus Pfitzeriana Compacta
Juniperus Sabina
Juniperus Sabina Vonehron
Juniperus Sabina Vonehron
(staked and sheared)
Juniperus Scopulorum
Juniperus Sylvesteris
(Chinensis Femina)
Juniperus Virginiana Burkii
Juniperus Virginiana Canaertii
Juniperus Virginiana Dundee
Juniperus Virginiana Glauca
Pinus Mugus
Pinus Nigra
(Austrian Pine)
Pinus Sylvesteris
(Scotch Pine)

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Abelia Grandiflora
Gardenia Fortunei
Gardenia Mystery
Ilex Burfordi
Ilex Convexa
Ilex Helleri
Ilex Rotundifolia
Magnolia Grandiflora
Pyracantha Formosana
(light)
Pyracantha Lalandii
(light)
Crape Myrtle

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COMING EVENTS

MEETING CALENDAR

April 12 and 13, Holly Society of America, 20th meeting, Brooklyn Botanic Garden, Brooklyn, N. Y.

May 23 to 25, western chapter National Shade Tree Conference, convention, Rickey's Garden hotel, Palo Alto, Calif.

May 24 to 26, Florida Nurserymen and Growers Association, annual convention, Roosevelt hotel, Jacksonville, Fla.

May 28 to 30, Texas Association of Nurserymen, short course, Texas A. and M. College, College Station, Tex.

June 3 to 5, Georgia State Nurserymen's Association and South Carolina Nurserymen's Association, joint annual convention, Bon Air hotel, Augusta, Ga.

June 6 to 7, nurserymen's refresher course, California State Polytechnic College, San Luis Obispo, Calif.

July 15 to 19, American Association of Nurserymen, annual convention, Hotel Statler, Los Angeles, Calif.

VIRGINIA SHORT COURSE

The landscape short course to be held April 3 to 5 at Virginia Polytechnic Institute, Blacksburg, Va., is being sponsored by the horticultural department of the institute in cooperation with the landscape division of the Virginia department of highways. Highway landscape engineers, landscape architects, park and cemetery superintendents, horticulturists, nurserymen, arborists and others interested in landscape work have been invited to attend.

The program will include talks on land planning, landscape design, horticulture (shade and ornamental trees and shrubs), agronomy, herbicides, insecticides and conservation. Among the speakers will be members of the horticulture, plant pathology and agronomy departments and the extension service of Virginia Polytechnic Institute; the state department of highways; the state forest service; the assistant superintendent of parks and cemeteries, Norfolk, and the superintendent of grounds at the University of Virginia.

WESTERN SHADE TREE MEET

The western chapter of the National Shade Tree Conference will hold its convention this year at Palo Alto, Calif., May 23 to 25. Headquarters for the convention will be Rickey's Garden hotel, on El Camino Real. All sessions will meet at the hotel, and group meals will be provided there. Trade exhibits will also be set up at the headquarters.

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—That Landscape Job
—Immediate Sale

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<i>Ajuga reptans rubra</i> (Purple-leaved Bugle)	Per 100	Per 1000
Evergreen ground cover. Blue flower spikes.		
*1-yr. plants	\$ 8.00	\$ 64.00
<i>Azalea mollis</i> (Chinese Azalea)		
Magnificent deciduous azalea. Mostly copper shades.		
*3 to 6 ins., twice transplanted	18.00	144.00
6 to 9 ins., twice transplanted, B.R.	35.00	280.00
1 to 7 buds		
9 to 12 ins., twice transplanted, B.R.	40.00	320.00
1 to 7 buds		
12 to 15 ins., twice transplanted, B.R.	50.00	400.00
1 to 7 buds		
<i>Calluna vulgaris aurea</i> (Golden Heather)		
Appeals to all who see it. Hardy, new.		
12 to 15 ins., twice transplanted, B.R.	81.00	
<i>Chamaecyparis lawsoniana minima glauca</i> (Little Blue Cypress)		
A beautiful true dwarf conifer, dark and dense.		
*4 to 6 ins., twice transplanted	25.00	200.00

DID YOU KNOW?

That the Sugar Pine gets its name from the fact that when the wood is partially burned sugar crystals are formed on the remaining wood.

<i>Chamaecyparis obtusa nana</i> (Dwarf Hinoki Cypress)		
Unchanging throughout the year.		
Genuine dwarf.		
*4 to 6 ins., twice transplanted	25.00	200.00
<i>Daphne mezereum alba</i> (White February Daphne)		
A huge quantity of showy white flowers.		
*1 to 3 ins., not transplanted	9.00	72.00
<i>Daphne mezereum rubra</i> (Red February Daphne)		
Delightfully fragrant flowers, showy red berries.		
*1 to 3 ins., not transplanted	9.00	72.00
<i>Erica carnea</i> (King George)		
Low growing. Completely covered with red flowers.		
*1 to 3 ins., once transplanted	9.00	72.00
<i>Erica carnea sherwoodi</i> (Sherwood Creeping Heath)		
Low creeper. Flowers bright carmine-red.		
*1 to 3 ins., once transplanted	9.00	72.00
<i>Erica carnea</i> (Springwood White)		
Fine, low-growing heath with an abundance of white flowers.		
*6 to 9 ins., twice transplanted	20.00	160.00

<i>Erica carnea</i>		
An early red. Bright red flowers in great profusion.		
*3 to 6 ins., once transplanted	\$12.00	\$96.00

<i>Gaultheria procumbens</i> (Wintergreen)		
The fine foliage, the small, delicate, pink, bell-shaped flowers, the brilliant red berries and its hardiness combine to make it one without peer in its class.		
*2-yr. once transplanted	10.00	80.00
<i>Juniperus chinensis sargentii</i> (Sargent Juniper)		
Neat, dense masses of bluish-green.		
12 to 15 ins., twice transplanted, B.R.	102.00	



Juniperus horizontalis glauca (Blue Creeping Juniper)

Foliage is charming steel-blue.

12 to 15 ins., twice transplanted, B.R. \$102.00

Juniperus virginiana (Red Cedar)

A compact pyramidal tree of great hardness.

*3 to 6 ins., not transplanted 9.00 \$ 72.00

Juniperus virginiana tripartita (Fountain Juniper)

Semi-upright, spreading, dense foliage.

18 to 24 ins., twice transplanted, B.R. 154.00

Mahonia aquifolium (Oregon Grape)

An ornate little evergreen shrub, native of Oregon.

*3 to 6 ins., once transplanted 11.00 88.00

Mahonia nervosa (Long-leaved Hollygrape)

Plants grow 12 to 18 ins. tall, beautifully fernlike in form.

*3 to 6 ins., once transplanted 11.00 88.00

Picea engelmanni (Engelmann Spruce)

Narrow pyramid, bluish-green foliage.

*6 to 9 ins., not transplanted 7.00 56.00

Picea excelsa (Norway Spruce)

Defies the blast in cold, exposed situations.

*12 to 15 ins., once transplanted 15.00 120.00

Picea excelsa nidiformis (Nest Spruce)

A flattened globe with compact, dark green foliage.

*3 to 6 ins., once transplanted 8 18.00 \$144.00

Picea excelsa sherwoodi (Sherwood's Multnomah Spruce)

Wonderful dwarf, compact, irregular, flattened globe.

*3 to 6 ins., once transplanted 18.00 144.00

Picea glauca densata (Black Hills Spruce)

A handsome, hardy tree.

*3 to 6 ins., not transplanted 5.00 40.00

Pinus jeffreyi (Jeffrey Pine)

A tall, slender, conical shaped conifer native of Oregon.

*8 to 9 ins., once transplanted 14.00 112.00

Pinus mughus compacta (Mugho Pine)

A dense, stout, dwarf evergreen.

*3 to 6 ins., once transplanted 16.00 128.00

Pseudotsuga douglasii (Douglas Fir)

A truly stately tree, silver-gray strain.

*12 to 15 ins., once transplanted 18.00 144.00

Taxus baccata (English Yew)

This is the old favorite of English gardens.

12 to 15 ins., twice transplanted, B.R., hedge grade 65.00

Taxus cuspidata (Japanese Yew)

One of the most satisfactory of all dwarf evergreens.

12 to 15 ins., twice transplanted, B.R., hedge grade 65.00

DID YOU KNOW?

That the Petrified Forest of Arizona is a species of

Sequoia.

Thujia occidentalis (American Arborvitae)

Makes fine low hedges or taller windbreaks.

*12 to 15 ins., twice transplanted, field-grown 25.00 200.00

*12 to 15 ins., twice transplanted, B.R., hedge grade 73.00

Thujia occidentalis pyramidalis (American Pyramidal Arborvitae)

Has no counterpart for narrow hedges.

*12 to 18 ins., twice transplanted, field-grown 30.00 240.00

*4 to 5 ft., twice transplanted, B.R. 183.00

Tsuga mertensiana (Mountain Hemlock)

Magnificent conifer native to rugged areas.

*9 to 12 ins., once transplanted 21.00 168.00

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• SPECIAL STRAIN SCOTCH PINE	Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.	2-yr., S., 4 to 8 ins. \$ 7.00	\$35.00
• MUGHO PINE	4-yr., S., 5 to 10 ins. 10.00	50.00	
	5-yr., T., 5 to 9 ins. 25.00	.....
• BLACK HILLS SPRUCE	2-yr., S., 3 to 6 ins. 5.00	25.00	
	3-yr., S., 6 to 10 ins. 8.00	40.00	
	5-yr., T., 5 to 16 ins. 30.00	150.00	
• SERBIAN SPRUCE	3-yr., S., 4 to 8 ins. 12.00	60.00	
	3-yr., T., 4 to 8 ins. 20.00	.....
• NORWAY SPRUCE—Fast-growing.	Special strain of our own collection.		
	2-yr., S., 5 to 10 ins. 7.00	35.00	
	5-yr., T., 8 to 12 ins. 30.00	150.00	
	Excellent understock.		
• WHITE SPRUCE	3-yr., S., 8 to 12 ins. 8.00	40.00	
	3-yr., T., 5 to 10 ins. 13.00	65.00	
• COLORADO BLUE SPRUCE	3-yr., S., 5 to 10 ins. 11.00	55.00	
	4-yr., T., 6 to 10 ins. 30.00	150.00	
• DOUGLAS FIR	3-yr., S., 8 to 12 ins. 10.00	50.00	
• AMERICAN ARBORVITAE	3-yr., S., 6 to 14 ins. 8.00	40.00	
	3-yr., S., 10 to 15 ins. 15.00	75.00	
• CANADIAN HEMLOCK	2-yr., S., 4 to 8 ins. 10.00	50.00	
	3-yr., S., 8 to 14 ins. 20.00	100.00	
• RED BARBERRY	3-yr., S., 6 to 12 ins. 11.00	55.00	
	4-yr., S., 12 to 18 ins. 16.00	80.00	
• JUNIPER VIRGINIANA	2-yr., S., 8 to 16 ins. 10.00	50.00	
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Per 100 Per 1000

• JAPANESE YEW	<i>Taxus cuspidata capitata</i>		
	2-yr., S., 3 to 6 ins. 20.00	\$250.00
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• Taxus cuspidata			
	1-yr., T., 5 to 6 ins. 20.00	150.00	
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• Taxus hicksii			
	1-yr., T., 6 to 8 ins. 25.00	175.00	
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	1-yr., T., 4 to 6 ins. 25.00	
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• PYRAMIDAL ARBORVITAE—Compacta			
	1-yr., T., 5 to 7 ins. 25.00	200.00	
• JAPANESE HOLLY			
• Ilex rotundifolia			
	1-yr., T., 4 to 6 ins. 25.00	200.00	
• Ilex convexa			
	1-yr., T., 3 to 6 ins. 25.00	200.00	
• NORWAY MAPLE			
	2-yr., S., 9 to 18 ins. 15.00	75.00	
• WHITE DOGWOOD			
	2-yr., S., 16 to 24 ins. 15.00	75.00	

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L. H. Bailey Memorial Fund

The L. H. Bailey Hortorium, at Cornell University, Ithaca, N. Y., last month announced the opening of a \$500,000 endowment fund to honor its late founder, Liberty Hyde Bailey, world-famous horticulturist, plant explorer and one-time dean of Cornell's college of agriculture.

Income from the endowment, to be known as the Liberty Hyde Bailey memorial fund, will be used to increase the hortorium staff, to expand its services to plantmen and gardeners and to enlarge its program of taxonomic research.

Dr. George H. M. Lawrence, director of the Bailey Hortorium, said the memorial will be raised by subscription from members of garden clubs and horticultural societies throughout the country, from personal friends of Dr. Bailey and the hortorium and from Dr. Bailey's former students at the college of agriculture at Cornell. The goal is expected to be reached within 10 years. The campaign will be conducted on a continuing subscription basis.

Honorary chairman is Dr. Lewis Knudson, professor emeritus of the Cornell college of agriculture, a widely known plant physiologist, who developed orchid-growing techniques now used universally. Dr. Lawrence is general chairman, assisted by a committee of 11 leaders in the field of horticulture, including Valleau Curtis, Callicoon, N. Y., treasurer of the American Association of Nurserymen, and Paul C. Stark, president of Stark Bros. Nurseries & Orchards Co., Louisiana, Mo.

Names of all who contribute \$500 or more during the first five years of the fund will be listed on a bronze founders' plaque, to be unveiled at the hortorium in March, 1957. All persons who contribute \$100 the first year and pledge a minimum of \$500 also will be considered as founders.

Establishment of the memorial marks the 98th birthday anniversary of Dr. Bailey, who died at the age of 96 in December, 1954. When dean of the New York state college of agriculture at Cornell, early in the century, he was responsible for the development of the college as a leading institution of its kind.

Dr. Bailey founded the hortorium and gave it to Cornell in 1935. Devoted to studies of classification of cultivated plants, this institution contains an herbarium of nearly 300,000 specimens, a library of 6,000

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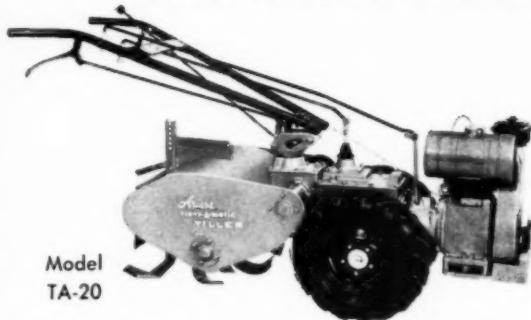
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trans-A-matic heavy duty rotary tillers with exclusive ball and cam differential . . .



Model
TA-20

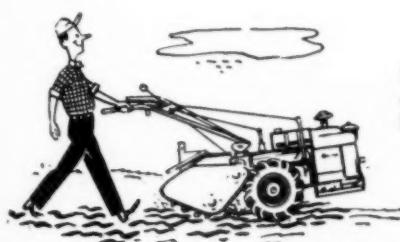
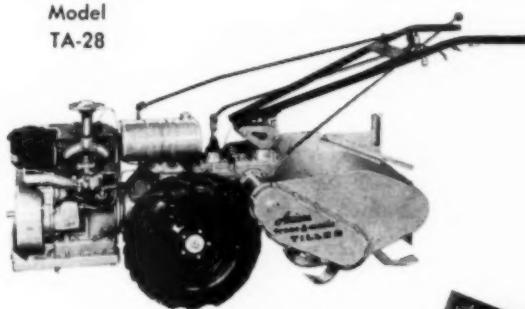
MODEL TA-20: Engine — Wisconsin Model AEN, single cylinder, 8.1 h.p. at 3000 r.p.m. Air cooled. Two speeds forward; one reverse. Low — .81 m.p.h.; high — 1.83 m.p.h.; reverse — .81. Tine speed — 157 r.p.m. All speeds variable on throttle. Tires: traction tread; pneumatic; size 5 x 12. Tillage width: 20". Number of tines: 10.

MODEL TA-28: Engine — Wisconsin Model TF, twin cylinder, 14.6 h.p. at 2600 r.p.m. Air cooled. Two speeds forward; one reverse. Low — .83 m.p.h.; high — 1.86 m.p.h.; reverse — .83 m.p.h. Tine speed — 185 r.p.m. All speeds variable on throttle. Tires: traction tread; pneumatic; size 6 x 12. Tillage width: 28". Number of tines: 14.

. . . with automatic lock and unlock for positive traction under all operating conditions; fingertip steering; instant turn around at end of row.

Improved operating controls on "dashboard" for easy, one-hand steering; no reaching, stooping, bending! Special-process, hardened steel tines of modified hoe type...bolt-on type; non-winding and warranted non-breakable. Tine diameter 18" for maximum depth of tillage. Fingertip control for vertical and horizontal handlebar control. Depth control has snap-lock positioning control. Welded all-steel hood; soil leveling tailboard. PLUS . . . other TRANS-A-MATIC features!

Model
TA-28



For full details about the Ariens TRANS-A-MATIC rotary tillers, see your dealer or write for colorful new descriptive literature. Mail coupon above today!



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AMERICA'S FIRST ROTARY TILLAGE—STILL AMERICA'S BEST!

How to prepare and seed a lawn without hand labor



Here is the way the proposed 2-acre lawn looked after rough grading in the fall of 1953. Obviously there was a lot of work still to be done. Thanks to the Brillion Sure-Stand Landscape Seeder, however, it was all accomplished without any hand work — a saving in hand labor of \$210.00.



One pass over the area with the Brillion Landscape Seeder crushes all lumps...sows the seed accurately and uniformly at the rate you select . . . and then "tucks each seed to bed" in the top $\frac{1}{4}$ -inch of a clod-free seed bed that cuts waste and promotes high germination, healthy growth.



Here is the finished result, the following spring — a thick, heavy, vigorous lawn. Of this job the Luckow Landscape Service, Manitowoc, Wisconsin writes: "With hand labor it would have taken five men, three days at \$1.75 an hour to seed the 2-acre plot. We seeded it with one man in less than three hours with a Brillion".

THE new Brillion 5'4" Landscape Seeder eliminates more hand labor than any other seeding method. Finishes lawns ahead of schedule and gets a sure, even catch at less cost for labor and seed. Quickly pays for itself out of the savings it makes.

Close coupled, the Brillion works close to fences, building foundations. Instant shut-off makes seeding even small home projects more practical. Seeds right up to walks and drives.

The Brillion method is scientifically proven. It sows *all* lawn seed mixtures at a controlled depth of $\frac{1}{4}$ -inch. Every seed is firmed into clod-free soil, close to moisture and nourishment for a sure catch of grass.

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Five taxonomists, a scientific illustrator and an experimentalist are employed at the hortorium to answer horticultural inquiries and to conduct taxonomic research. Its publications, including a dictionary of all the kinds of cultivated plants, a manual of cultivated plants, an encyclopedia of horticulture, several monographs and two scientific periodicals, make known the results of its taxonomic studies.

The staff handles hundreds of questions about identification, nomenclature and sources of plants for nurserymen, seedsmen and home gardeners. Some 2,200 garden supply firms and garden establishments in the United States and Canada and about 575 foreign concerns send their catalogs and lists to the hortorium's great catalog collection. A master index lists over 200,000 plants offered in the trade, the firms selling them and when they have appeared on the market. A glance at a card tells whether a plant is still current on the market.

Baileya, an illustrated quarterly journal of horticultural taxonomy, is published by the hortorium. In it appear articles relating to the identification of cultivated plants, sources of rarities, accounts of plant introductions and critical reviews of books about plants. Baileya is an innovation in that it is the only attempt to make technical information about plants available to the serious plantsman, in an understandable language.

Another publication of the hortorium is "Hortus Second," a concise dictionary of gardening and general horticulture, with which most plantsmen are familiar. The staff is now at work on a completely new edition, to be named "Hortus III," and to be ready for the publisher in late 1959. It is a source book of all the known kinds of plants offered in the American trade, listed by scientific names. "Hortus III" will cover an estimated 3,500 genera, 25,000 species and about 10,000 varieties, including selections of those with fancy names.

When "Hortus III" is completed, the hortorium will begin work on a new Bailey's "Cyclopedia of Horticulture," to supersede the "Standard Cyclopedia of Horticulture" published in 1914-17. About 2,800 of the 6,000 new illustrations have been completed: It will be a new work from A through Z and will include the work of specialists throughout the world.

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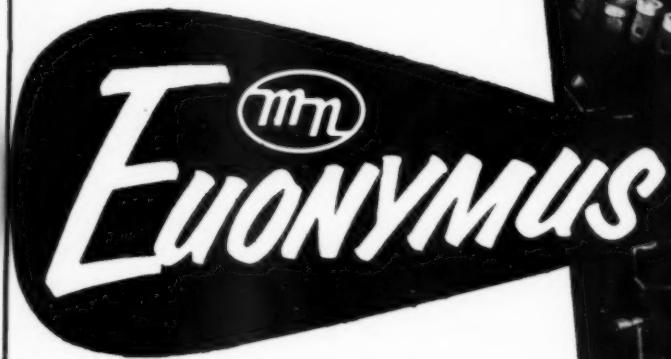
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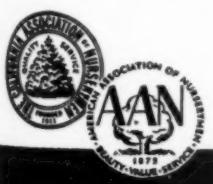
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Eastern New York Annual Meeting

The annual meeting of the Eastern New York Nurserymen's Association was held at Holiday Inn, Hartsdale, N. Y., with 41 members and guests present.

Officers elected for the coming year are C. Powers Taylor, Rosedale Nurseries, Eastview, president; Herbert Handleman, Handleman's The Garden Center, White Plains, vice-president; Paul Casson, Bedford Nurseries, Bedford, secretary-treasurer; Louis Weinstock, Pound Ridge Nurseries, New Canaan, Conn., and William Jackson, Lewis & Valentine Nurseries, Inc., Greenvale, L. I., directors; Joseph Kijak, Green Valley Nursery, Hawthorne, and C. Powers Taylor, alternates, and Joseph Kijak and Robert Wolfert, Gardeners Supply Co., Rhinebeck, executive committee members.

Legislation

Dewhurst Wade, past president of the New York State Arborists' Association, spoke on the arborists' bill under consideration by the state legislature. Valleau C. Curtis, Curtis Nurseries, Inc., Callicoon, offered a resolution that the association approve the pending arborists' license bill, and the resolution was adopted.

Guests at the association meeting were Maureen McKernan, garden club editor of the Westchester County Publishers, and Ben Carroll, editor, who discussed the garden page appearing weekly in the paper.

Louis Weinstock, on behalf of the association members, presented retiring Secretary Sidney Bennet with a projection screen and tripod in appreciation of his work.

NURSERY INSPECTION

A new system of inspecting Connecticut nurseries for plant pests was inaugurated in 1956 by W. T. Brigham, deputy state entomologist, it is reported in the Bulletin of the Connecticut Nurserymen's Association of March 7. Three plant pest control crews will, it is hoped, be able to complete inspections of nurseries by September 1 each year. Increase in the number and acreage of nurseries made it necessary to enlarge inspection staffs, as it was found to be impossible to complete inspection before the fall shipping season. The additional men on inspection crews will also give Mr. Brigham more time for work on pest eradication in nurseries.



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Work of International Congress

By Dr. George H. M. Lawrence

The meeting of the International Horticultural Congress held near the Hague, in the Netherlands, last year, should be of considerable interest to every American horticultural organization because, if we are yet to take the initiative and to show the world what American horticulturists are doing, the day must come when the congress is held in this country.

The congress is in the charge of an international committee for horticultural congresses. This is a committee of 20 men, with one from each country, except that there are two from the host country and two from the host country of the next congress. This international committee sets the policies and controls the activities of subordinate groups. The real work is done by the national organizing committee, composed almost exclusively of men of the host country. The chairman of this committee is the president of the congress and automatically becomes chairman of the international committee having charge of the next congress.

The congress was divided into five sections as follows: Vegetable and seed growing, fruit growing, floriculture and bulb growing, arboriculture and tropical and subtropical cultures.

The 1952 congress, held in London, was the scene of a new era in horticultural relations. Air transportation and the war brought peoples together, and the need for closer understanding, even on horticultural matters, was better comprehended. It is only natural that at that London congress there were present 451 delegates from 34 countries, with 30 delegates from the U. S. A. Another momentous thing about that congress was that it did something that affected the horticulturists of every nation and brought to the realization of the leaders in every country that here was an organization that had taken a stand of leadership and had done something. That something was the production of the international code

of nomenclature for cultivated plants. Because of its universal application and the interest that it has produced in all countries since its publication, this code of nomenclature has given that horticultural congress a prestige and influence not enjoyed by previous congresses.

Growing Organization

At this recent congress in the Netherlands, the number of nations represented rose from 34 in 1952 to 76 in 1955; of registrants from 451 to 876, and the number attending from this country from 30 to 73.

The 97 papers that were presented were handpicked from a larger number submitted for consideration. Every day was alternated by a day of excursions. Except for the cele-

brated annual Aalsmeer flower festival—whose date of September 3 fixed the dates of the congress as a whole—these excursions were not joy rides. Each was an adequately guided tour of the centers that make the Netherlands one of the world's great horticultural nations. In addition to the papers and to the excursions, there was the ever-present opportunity of meeting men and women from horticultural activities everywhere.

At the horticultural congress at London of 1952, the Russian delegation was "protected" by a corps of interpreters and attendants. They moved about as a group. Usually they arrived late and left early. Questions were answered by them if submitted in writing. At this 1955

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Excerpts from the report on the recent International Horticultural Congress held in the Netherlands made as one of the opening addresses at the eastern nurserymen's convention, January 4, at New York city, by Dr. George H. M. Lawrence, director, Bailey Hortorium, Ithaca, N. Y., and chairman of the commission on nomenclature and registration of cultivated plants for the American Horticultural Council.



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Crimson Glory	200	900	Briarcliff	800	400
Etoile de Hollande	800	700	K. A. Viktoria	800	400
Grenoble	700	500	Snowbird	500	200
Night	100	300	McGredy's Ivory	400	—
Poinsettia	500	800	Eclipse	600	600
Red Radiance	1000	500	Golden Charm	950	850
Red Talisman	500	—	Soeur Therese	500	500
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K. T. Marshall	200	300	Sun Valley	300	200
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<i>Taxus media andersoni</i> , 1-yr., 2 1/4-in. rose pots, 4 to 6 ins.	18.00	170.00
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<i>Taxus media hicksii</i> , 1-yr., 2 1/4-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus media Moon's</i> , 1-yr., 2 1/4-in. rose pot, 4 to 6 ins.	18.00	170.00
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congress they and all delegates from eastern Europe came "on their own," without attendants, and they circulated individually and fraternized freely—each speaking some European language other than Russian. Too, these men and women from Soviet Russia, Poland, Bulgaria, Romania and Yugoslavia represented leaders in horticulture from their respective nations. Not represented, however, was the People's Republic of China nor Czechoslovakia.

Nomenclature and Registration

As a representative of the American Horticultural Council and of 14 separate horticultural societies in this country, I had the privilege to participate in several meetings relating to the nomenclature and registration of cultivated plants. As you know, different organizations undertake to handle the registration of varietal names for particular groups of plants. As concerns the ornamental trees and shrubs in this country, the American Association of Nurserymen attempts to handle this phase. The Royal Horticultural Society does so for the United Kingdom, and the Societe Nationale d'Horticulture de France does it for that country. Other organizations do it in other countries.

For the most part, this work has been done according to the directives and rules set up by each society or organization. Our American Rose Society has its requirements for registration; the American Peony Society does likewise, and so it goes. With camellias we have the problem that three different societies in this country have three different bases of classification and registration and only now are beginning to see the importance of getting together and resolving their differences of approach. Similarly, roses are registered in Great Britain, in France, in Germany and in Australia. Similar situations exist for other groups of plants. It does not take much imagination to realize that there is no uniformity in procedures and that there is no machinery in operation that will assist in the prevention of duplication of names, or in giving the same name to two entirely different horticultural varieties.

Registration Problem

Steps were taken at the London congress toward the improvement of the situation. In the intervening three years committee activities came up with definite proposals to this end. At the recent congress in Scheveningen, action was taken to invite selected societies and organizations in the world to activate what

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producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spergon, Phygon, Aramite, Synclor, MH, Alapan, Duraset

are called international registration authorities. An international registration authority is a center that serves as a clearinghouse at the international level for the registration of cultivar names within a particular group of plants from all parts of the world. The American Rose Society, for example, was one of those so invited. It has accepted the invitation and is in the process of setting up an international registration authority. Under this provision, the National Rose Society of Great Britain will serve as a national registration center for roses, as concerns Great Britain. Rose societies in other countries will likewise be national centers for their respective countries.

An originator in any one country will continue to register his new plants with his own organization, and it in turn will report them to the international registration authority. All operate under the same code of registration procedure, that was established and adopted at the recent international horticultural congress. It is the responsibility of the international registration authority to determine the availability of a name submitted for registration and to assure that the procedures follow the international code of nomenclature for cultivated plants. Registration by the originator, or whoever may do the registering, is not complete until he has received word of it through his national registration center from the international registration authority. Provisional clearance can usually be given by the national registration center for most groups, thereby reducing time otherwise required.

Registration Centers

Invitations to act as international registration authorities were sent to the American Iris Society, American Rose Society, Hemerocallis Society of America, Holly Society of America, National Chrysanthemum Society (Great Britain), Royal General Dutch Bulb Growers Society of Holland and Royal Horticultural Society (London).

The Holly Society of America, the American Rose Society and the American Iris Society have accepted these invitations. It is my expectation that the Hemerocallis Society of America will accept the invitation in the near future.

In this direction, steps were taken to determine what organizations, and in what countries, would be in a position by the time of the next congress to consider favorably similar invitations to act as international registration authorities. Work on this is now being conducted in this

DECIDUOUS FOREST SEEDLINGS AND SHRUBS

DECIDUOUS SEEDLINGS

	Per 100	Per 1000
ASH, GREEN		
3 to 4 ft.	\$ 5.00	\$ 50.00
2 to 3 ft.	4.00	35.00
6 to 12 ins.	1.20	10.00
BOX ELDER		
3 to 4 ft.	5.00	50.00
2 to 3 ft.	4.00	35.00
6 to 12 ins.	1.20	10.00
BUFFALO BERRY		
6 to 9 ins.	3.00	25.00
4 to 6 ins.	2.50	20.00
CARAGANA ARBORESCENS		
3 to 4 ft.	9.00	80.00
2 to 3 ft.	6.00	55.00
6 to 12 ins.	2.10	18.00
CHERRY, WILD BLACK		
3 to 4 ft.	6.50	60.00
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.00	35.00
12 to 18 ins.	3.00	25.00
CHOKECHERRY		
4 to 6 ins.	2.00	15.00
CORNUS RACEMOSA		
2 to 3 ft.	7.50	...
6 to 12 ins.	3.00	25.00
CORNUS STOLONIFERA		
12 to 24 ins.	6.00	55.00
12 to 18 ins.	5.00	45.00
6 to 12 ins.	3.00	25.00
ELM, AMERICAN		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	2.90	25.00
12 to 18 ins.	2.10	18.00
6 to 12 ins.	1.20	10.00
ELM, CHINESE		
4 to 5 ft.	12.00	100.00
3 to 4 ft.	7.50	65.00
2 to 3 ft.	4.50	40.00
18 to 24 ins.	2.90	25.00
12 to 18 ins.	2.10	18.00
6 to 12 ins.	1.20	10.00
HACKBERRY		
2 to 3 ft.	7.00	65.00
18 to 24 ins.	5.00	45.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00

	Per 100	Per 1000
HONEYSUCKLE		
to 12 ins.	\$ 3.50	\$ 30.00
4 to 6 ins.	2.00	15.00
LILAC, COMMON		
18 to 24 ins.	8.00	75.00
8 to 12 ins.	3.50	30.00
LILAC, JAPONICA		
3 to 4 ft.	5.50	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	2.90	25.00
12 to 18 ins.	2.10	18.00
6 to 12 ins.	1.20	10.00
LOCUST, BLACK		
3 to 4 ft.	5.50	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.50	30.00
12 to 18 ins.	2.10	18.00
LOCUST, THORNLESS HONEY		
3 to 4 ft.	8.50	75.00
2 to 3 ft.	5.00	45.00
18 to 24 ins.	3.00	25.00
12 to 18 ins.	2.10	18.00
MULBERRY, RUSSIAN		
3 to 4 ft.	5.50	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.00	25.00
12 to 18 ins.	1.70	14.00
OAK, BUR		
9 to 12 ins.	6.00	55.00
6 to 9 ins.	5.00	45.00
OAK, RED		
18 to 24 ins.	14.00	120.00
12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
OLIVE, RUSSIAN		
3 to 4 ft.	10.00	90.00
2 to 3 ft.	7.50	65.00
6 to 12 ins.	2.40	20.00
PRUNUS BESSEYI		
(Western Sand Cherry)		
2 to 3 ft.	7.00	65.00
18 to 24 ins.	6.00	55.00
PRUNUS AMERICANA		
(Native Plum)		
No. 3, about 2 1/2-in. cal.	2.10	18.00
4 to 6 ins.	1.25	9.00
RIBES DORDORATUM		
18 to 24 ins.	7.00	65.00
12 to 18 ins.	5.00	45.00
6 to 12 ins.	3.50	30.00

	Per 100	Per 1000
REDRUD		
6 to 12 ins.	\$ 4.50	\$ 40.00
4 to 6 ins.	2.00	15.00
ROSA MULTIFLORA		
2 1/2 to 16-in. cal.	3.00	25.00
8 to 15 ins.	2.00	15.00
WALNUT, BLACK		
3 to 4 ft.	10.00	90.00
2 to 3 ft.	7.00	60.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00

SHRUBS

	Per 10	Per 100	Per 1000
BARBERRY, THUNBERGI			
18 to 24 ins.	\$3.80	\$33.00	\$300.00
15 to 18 ins.	3.10	27.00	240.00
12 to 15 ins.	2.40	21.00	180.00
COLUTEA ARBORESCENS			
(Bladder Senna)			
3 to 4 ft.	6.50	60.00	...
2 to 3 ft.	5.50	50.00	...
18 to 24 ins.	4.00	35.00	...
12 to 18 ins.	2.50	22.00	...
CORNUS ALBA SIBIRICA			
4 to 5 ft.	8.00	75.00	...
3 to 4 ft.	6.50	60.00	...
18 to 24 ins.	4.00	35.00	...
12 to 18 ins.	2.40	21.00	...
CORNUS GOLDEN TWIG			
18 to 24 ins.	4.00	35.00	...
12 to 18 ins.	2.40	21.00	...
CYDONIA JAPONICA			
2 to 3 ft.	5.00	45.00	400.00
18 to 24 ins.	3.80	33.00	300.00
12 to 18 ins.	2.90	25.00	...
LILAC, JAPONICA			
3 to 4 ft.	8.00	...	
2 to 3 ft.	6.50	60.00	...
18 to 24 ins.	4.50	40.00	...
12 to 18 ins.	3.00	...	
LILAC, COMMON PURPLE			
3 to 4 ft.	6.50	60.00	...
2 to 3 ft.	5.00	45.00	400.00
18 to 24 ins.	4.00	35.00	...
LILAC, PERSIAN RED			
18 to 24 ins.	4.50	40.00	350.00

LILAC, FRENCH—named varieties

3 to 4 ft. 2 to 3 ft. 18 to 24 ins. 12 to 18 ins.

	s—single	d—double	x—grades available
Alphonse Lavallee, d, lilac	X	X	X
Belle de Nancy, d, rose, wh. ctr.	X	X	X
Charles Joly, d, purple	X	X	X
Charles X, s, red	X	X	X
Decnisne, azure-blue	..	X	X
General Sheridan, d, white	X	X	..
Jacques Callot, s, violet	..	X	X
Michel Buchner, s, lilac	X	X	X
Mme. Abel Chatenay, d, white	X	X	X
President Grevy, d, bluish-lilac	X	X	X
Pres. Lincoln, s, Wedgwood-blue	X	X	X
Vauban, d, lilac	X	X	X
Wm. Robinson, d, reddish-purple	X	X	X

Per 10 Per 100

\$1.00	...
8.50	\$80.00
6.50	60.00
4.50	40.00

Per 10 Per 100 Per 1000

	Per 10	Per 100	Per 1000
PHILADELPHUS GLACIER			
2 to 3 ft.	\$5.50	\$50.00	...
18 to 24 ins.	4.50	40.00	...
12 to 18 ins.	3.20	28.00	...
PHYSOCARPUS OPULUS			
(Common Ninebark)			
3 to 4 ft.	6.00	55.00	\$500.00
2 to 3 ft.	5.00	45.00	400.00
18 to 24 ins.	4.00	35.00	300.00
PRIVET, AMUR RIVER			
2 to 3 ft., 4 canes	21.00	180.00	...
18 to 24 ins.	16.50	140.00	...
3 canes	12.00	100.00	...
12 to 18 ins.	12.00	100.00	...
3 canes	12.00	100.00	...
SPIRAEA BILLIARDI			
3 to 4 ft.	6.00	55.00	...
2 to 3 ft.	5.00	45.00	400.00
18 to 24 ins.	4.00	35.00	300.00
12 to 18 ins.	2.90	25.00	220.00
SPIRAEA FROEBELI			
18 to 24 ins.	4.00	35.00	300.00
15 to 18 ins.	3.50	30.00	270.00
12 to 15 ins.	3.00	27.00	250.00
SPIRAEA VANHOUTTEI			
3 to 4 ft.	4.00	35.00	300.00
2 to 3 ft.	3.20	28.00	240.00
18 to 24 ins.	2.40	21.00	180.00
TAMARIX HISPIDA			
4 to 5 ft.	7.00	65.00	600.00
3 to 4 ft.	5.50	50.00	450.00
2 to 3 ft.	5.00	45.00	400.00
18 to 24 ins.	4.00	35.00	300.00
12 to 18 ins.	2.90	25.00	...
VIBURNUM AMERICANA			
12 to 18 ins.	4.00	35.00	...
6 to 12 ins.	2.10	18.00	...
VIBURNUM DENTATUM			
2 to 3 ft.	5.50	50.00	...

Per 10 Per 100 Per 1000

\$5.50	\$50.00	\$450.00
4.50	40.00	...
3.50	35.00	...
2.10	15.00	...

Per 10 Per 100

\$3.00	\$22.00
2.10	15.00
..	8.00

Please note—When phoning, wiring or writing, give P. O. Box and street address. Otherwise mail may not reach you as post office will not give directory service.

MAN

PLUMFIELD NURSERIES, INC.

P. O. Box 7

Phone: Park 1-3622

FREMONT, NEB.



MALLOW or HARDY HIBISCUS ANNIE J. HEMMING

Plant Patent 835

A beautiful, luminous red Mallow, selected for its rich color, overlapping petals, dark green foliage, medium size and lack of coarseness. Flowers in July, August and September—even until frost. A single two-year plant bore 250 six to seven-inch flowers in one season. Quite hardy.

Easy to grow and transplant.

An ideal plant for mail-order and garden store business.

2-yr., No. 1 Plants
\$17.50 per 10; \$150.00 per 100; \$1,250.00 per 1000.

Color plate available.

Attractive metal plant patent tag attached to each plant.

Write for trade list.

Chinese Chestnut	Per 10	Per 100
Hemming strain		
2 to 3 ft.	\$ 6.00	\$55.00
3 to 4 ft.	7.50	70.00
4 to 5 ft.	10.00	...
5 to 6 ft.	15.00	...
6 to 7 ft.	20.00	...
<i>Abelia grandiflora</i>	Each	
2 to 3 ft., B&B	\$1.75	

Tree Box	Each
3 to 4 ft., B&B	\$4.00
<i>Elaeagnus pungens</i>	
18 to 24 ins., B&B	1.50
<i>Pfitzer Juniper</i>	
24 to 30 ins., B&B	3.50
<i>Ligustrum lucidum</i>	
18 to 24 ins., B&B	1.75

Southern Magnolia	Each
2 to 3 ft., B&B	\$3.50
<i>Pyramidal Arborvitae</i>	
2 to 3 ft., B&B	3.00
<i>Nandina domestica</i>	
2 to 3 ft., B&B	2.25
<i>Osmanthus ilicifolius</i>	
2 to 3 ft., B&B	3.00

EASTERN SHORE NURSERIES, INC.
P. O. Box 743

country, as well as in other countries, and we may expect a half-dozen or more other societies in this country to be invited to act as international registration authorities.

Trip to Boskoop

Among the all-day excursions that I took, there was one to Boskoop. Boskoop is certainly the nursery center of the Netherlands. The name applies not only to the municipality itself, but to the entire community radiating from it. This community occupies an area of about 1,400 acres, on which are situated 670 nurseries. From the physical standpoint the land is practically level, and it consists of a top layer of peat that is 10 to 20 feet deep, lying over 30 feet of peaty clay, under which there is a solid hardpan. Because of the existence of a constant water table two feet below the surface of the ground, all the houses must be built on piles that are 40 to 50 feet long. These piles are of coniferous timbers shipped to Boskoop from Norway and Sweden. Wherever there is a road, it is built on piles. The piles driven into the soil under an ordinary frame house are usually spaced at 3 to 4-foot intervals. This gives you some idea as to the cost of erecting a structure on this kind of land.

Of the 1,400 acres, about 300 is occupied by canals. This means that all of the houses and the nurseries are actually on islands. In general the nursery plots are long narrow rectangles, and there may be one to four of these rectangles comprising a single nursery, with transit from one island to the other either by bridge or by punt.

All kinds of woody ornamentals exclusive of street and fruit trees are grown in Boskoop. The important groups, given in order of descending importance are: Ericaceae, ornamental shrubs, ornamental conifers, roses (polyantha, floribunda), and perennials.

Manual Labor

Each individual nursery averages about two acres in area, and the largest nursery in Boskoop is approximately 15 acres in area. All of the area is tilled by manual labor, and there is an average of one man employed for each acre of nursery. Because every square foot of soil is utilized, mechanization is virtually impossible and the seeding is done either by hand or by chemicals.

Of the 670 nurserymen, 131 of them are exporters. The others sell their plants to these exporters.

The total production of nursery

TWO-YEAR GRADED SEEDLINGS

Per 100 Per 1000

<i>Norway Spruce</i>	
3 to 6 ins.	\$3.50 \$20.00
<i>Colorado Blue Spruce</i>	
2 to 3 ins.	2.50 12.50
3 to 5 ins.	3.50 22.00

For less than 500 plants add 10% for postage. Minimum order \$5.00.

GORTON'S NURSERY

R. D. No. 1 HARBORCREEK, PA.

FRENCH PUSSY WILLOW

(*Salix Discolor* Selection)

Beautiful February-forcing strain. Catkin sheath is a rich mahogany-red with attractive large silvery-pink catkins when mature.

18 to 24 ins.	Per 100	Per 1000
24 to 36 ins.	\$30.00	\$27.00
Cutback liners	35.00	300.00

12.00 100.00

BEARDSLEE NURSERY PERRY, O.

WANTED

To grow your lining-out and mail-order evergreens on contract. If interested, write:

The STEDMAN NURSERIES
NEWFANE, N. Y.



A New Co-op Deal

**TO MAKE
SALES
BLOOM!**

**Start your
Promotion Plans
NOW**

A New Special Dutch Treat The Associated Bulb Growers of Holland will pay *one half* the cost of space for every one-inch advertisement you place in the same newspaper, same issue as the Association's ad in this Fall's campaign. Every inch of well-planned, co-ordinated promotion amounts to a full measure of profits.

There's quick turnover in tulips, daffodils and hyacinths when you use all the promotional material available to you. National magazines, local newspapers, radio and TV will burst forth with colorful news on bulbs and planting. Your cue to tie-in with your own store displays, a stock load of Dutch Bulbs—and then watch the sales sprout!

Prizes as well as Profits One colorful display is worth a thousand words of sales talk. CASH PRIZES for the best Dutch Bulb displays this Fall. Get the contest rules.

More sales builders will be available for your campaign this Fall: Newspaper Mat Sheet, Display Materials, beautiful new Color Posters from Holland of actual flower photographs. Also a new booklet: "The Daffodil Story"—a dilly for selling more daffodils!

Place your order with your Imported Dutch Bulb supplier now. He will make sure we get our materials to you.

ASSOCIATED BULB GROWERS OF HOLLAND, INC.
29 Broadway, New York 6, N. Y.



TOOLS THAT MAKE NURSERY POWER PAY



LOAD. Quick-mounted WD or WD-45 loader operates with tractor's two-clutch control. Lifts a ton and reaches 10 ft high. CA Tractor loader lifts $\frac{3}{4}$ ton up to 8 ft high.

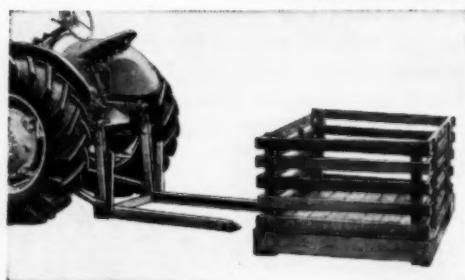
One way to make your nursery pay a higher profit is to get bigger work yields from your power equipment. You get more out of your Allis-Chalmers tractor by using it on more jobs.

Wider use of power speeds up your work . . . saves valuable time . . . reduces labor costs . . . helps you keep your work on schedule.

Three low-cost tools for Allis-Chalmers WD-45 Tractor owners are shown on this page. Many more are available. See your Allis-Chalmers dealer.

ALLIS-CHALMERS, FARM EQUIPMENT DIVISION, MILWAUKEE 1, WISCONSIN

BLADE. Reversible scraper ditches, levels, backfills, maintains lanes, etc. Models for both WD-45 and CA Tractors. Attached or removed with quick SNAP-COUPLER hitch.



CARRY. Rear-mounted carrier quickly converts your CA or WD-45 Tractor into a fork-type truck. Lifts hydraulically. Mounted with SNAP-COUPLER hitch.

SNAP-COUPLER is an Allis-Chalmers trademark.

ALLIS-CHALMERS



stock from Boskoop for 1954 was about \$4,500,000. Ninety per cent of the plants grown there are exported. The most important import countries, in order of descending importance are Great Britain, West Germany, Canada, United States of America, Sweden, Belgium and Switzerland, followed by 38 other countries.

Research

There are two research and educational institutes at Boskoop. The first is the experiment station, founded by the nurserymen themselves, who also form its board of governors. This experiment station is subsidized, one-half by the Dutch government and one half by fees assessed every Boskoop nurseryman. The fee is \$10 minimum, plus about 5 cents for every hundred square feet of nursery area. The staff at the station consists of a horticultural adviser and four full-time assistants, two full-time scientists and five laborers. Their research is devoted primarily to studies of insect and pest control, hybridization, plant nutrition and the evaluation of newly developed horticultural varieties. They serve both as research and extension personnel for the nurserymen in the area.

The second institution is what is called a horticultural college, which corresponds to three years of secondary school work. For those who want it, there is an additional three years of landscape architecture. Most of the students are 16 to 20 years old. There are at present 120 students, of whom nearly one-half are foreign, coming largely from Belgium, France and Germany. One-half of each day is spent in the classroom and laboratory and the other in nurseries of Boskoop. The nurserymen actually pay for the services of the students who work on their nurseries, at the prevailing wage for laborers; supervise their work, and by a rotation system are provided an opportunity to have the services of every student during the year. The school work is given in three languages, although every student must have a speaking knowledge of Dutch. In addition to the usual horticultural subjects, there are special courses given in soil and fertilizer chemistry, agricultural economics, bookkeeping and hydraulics. In addition, the school maintains evening classes for adults, where a strict curriculum of three years' duration, requiring attendance for three nights a week during the year, is designed to give them the same academic training that they would have received if

FIELD-GROWN LINING-OUT STOCK

All stock grown in open field beds.



PYRACANTHA COCCINEA LALANDI
(Firethorn)

	Each per 100	Each per 1000	Each per 100	Each per 1000
Azalea, Ghent (pinkish),				
2 to 5 ins., 2-yr., T.	\$0.20	...		
5 to 8 ins., 3-yr., T.	.25	\$0.20		
8 to 10 ins., 4-yr., T.	.45	.40		
Azalea kaempferi,				
2-yr., T., field bed.	.28	.24		
Azalea mollis (Chinese Azalea),				
6 to 8 ins., 2-yr., T.	.25	.20		
8 to 10 ins., 3-yr., T.	.35	.30		
10 to 12 ins., 4-yr., T.	.65	...		
Azalea schlippenbachii				
(Royal Azalea),				
2-yr., field bed, T.	.28	.25		
3-yr., field bed, T.	.35	.32		
Azalea vaseyi , pink				
4 to 8 ins., 2-yr., T.	.35	.20		
Chamaecyparis obtusa				
8 to 12 ins., 2-yr., T.	.35	...		
Chamaecyparis lawsoniana pendula ,				
10 to 15 ins., 3-yr., T.	.45	...		
Chamaecyparis pisifera aurea .				
6 to 8 ins., 2-yr., T.	.35	.30		
8 to 10 ins., 3-yr., T.	.40	.35		
10 to 12 ins., 3-yr., T.	.50	.45		
Chamaecyparis squarrosa				
(Moss Cypress),				
5 to 8 ins., 1-yr., T.	.30	.28		
8 to 12 ins., 3-yr., T.	.35	...		
Cotoneaster horizontalis ,				
6 to 8 ins., 3-yr., T.	.38	...		
8 to 12 ins., 3-yr., T.	.45	...		
Euonymus fortunei carrierei ,				
8 to 12 ins., 2-yr., T.	.30	.25		
10 to 15 ins., 3-yr., T.	.35	.30		
Euonymus fortunei coloratus ,				
6 to 10 ins., 2-yr., T.	.25	.20		
Euonymus fortunei erectus ,				
(Big-leaved Winter Creeper)				
8 to 10 ins., 2-yr., T.	.22	.18		
10 to 12 ins., 2-yr., T.	.25	.20		
12 to 15 ins., 3-yr., T.	.35	.30		
15 to 18 ins., 4-yr., T.	.45	.40		
Euonymus patens ,				
10 to 15 ins., 3-yr., T.	.75	...		
Euonymus radicans coloratus ,				
(Small-leaved Winter Creeper),				
8 to 10 ins., 2-yr., T.	.22	.18		
10 to 12 ins., 2-yr., T.	.25	.20		
12 to 15 ins., 3-yr., T.	.35	.30		
15 to 18 ins., 4-yr., T.	.45	.40		
Euonymus radicans vegetus ,				
6 to 8 ins., 1-yr., T.	.18	.16		
8 to 10 ins., 2-yr., T.	.25	.20		
10 to 12 ins., 2-yr., T.	.35	.30		
Pieris japonica ,				
6 to 8 ins., 2-yr., T.	.30	.28		
8 to 10 ins., 2-yr., T.	.35	.30		
8 to 12 ins., 3-yr., T.	.65	...		
Pinus mugo ,				
4 to 6 ins., 3-yr., T.	.18	.16		
6 to 8 ins., 4-yr., T.	.22	.20		
Pyracantha coccinea lalandi ,				
8 to 12 ins., 2-yr., T.	.32	.30		
Rhododendron cataphlebiense ,				
purple-pink,				
2-yr., field bed, T.	.22	.20		
Rhododendron maximum , light pink				
2-yr., field bed, T.	.22	.20		
Rhododendron Hybrids , seed out of				
red-blooming plants,				
2-yr., field bed, T.	.35	.32		
3 to 5 ins., 3-yr., T.	.45	...		
5 to 8 ins., 4-yr., T.	.55	...		
(Sturdy center stems to				
multi-branched heads).				
Rhus cotinus (Smoke Tree),				
10 to 12 ins., 3-yr., T.	.18	.12		
12 to 18 ins., 3-yr., T.	.25	.20		
Taxus cuspidata ,				
8 to 10 ins., 3-yr., T.	.35	...		
10 to 15 ins., 3-yr., T.	.45	...		
Thuja occidentalis douglasii aurea ,				
6 to 8 ins., 2-yr., T.	.35	.32		
6 to 10 ins., 3-yr., T.	.45	.42		
Thuja occidentalis elegantissima				
lutea, golden tip over dark				
green foliage, nonshedding.				
Very pyramidal,				
8 to 8 ins., 2-yr., T.	.35	.30		
8 to 10 ins., 3-yr., T.	.40	.35		
10 to 12 ins., 3-yr., T.	.45	.40		
12 to 15 ins., 4-yr., T.	.55	.50		
Thuja occidentalis pyramidalis ,				
12 to 15 ins., 3-yr., T.	.35	...		
Viburnum opulus , red berries fall,				
10 to 18 ins., 3-yr., T.	.18	.12		
18 to 24 ins., 4-yr., T.	.25	.20		
Viburnum opulus nana (Dwarf				
Bush Cranberry),				
2-yr., field, T.	.30	.25		
3-yr., field, T.	.40	...		

ILEX VARIETIES

100,000 Transplants

Ilex crenata (Japanese Holly),	6 to 8 ins., 1-yr., T.	.25	.20
	8 to 10 ins., 2-yr., T.	.35	...
	10 to 12 ins., 3-yr., T.	.45	...
Ilex crenata convexa (bulbata) ,	6 to 8 ins., 1-yr., T.	.25	.22
	8 to 10 ins., 2-yr., T.	.38	.35
	10 to 15 ins., 2-yr., T.	.55	.45
Ilex crenata helleri			
(Heller's Dwarf Holly),			
1-yr., field bed, T.	.25	...	
2-yr., field bed, T., bushy...	.40	...	
Ilex rotundifolia			
(Round-leaved Holly),			
6 to 8 ins., 1-yr., T.	.25	.22	
8 to 10 ins., 2-yr., T.	.38	.35	
10 to 12 ins., 3-yr., T.	.45	.40	
12 to 15 ins., 3-yr., T.	.65	.55	

Lining-out Stock

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TERMS: Cash with order, otherwise 1/2 deposit with order and balance C.O.D. Packing at cost. Payment in advance earns free packing. All shipments by rail-way express.

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10 to 15 ins., 2-yr. grafts	75.00
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3 to 4 ft.	\$15.00
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Barberry, thunbergi, green,	
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2 to 3 ft.	35.00
18 to 24 ins.	25.00
12 to 18 ins.	20.00
9 to 12 ins.	14.00

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our sincere thanks to all our valued customers for the business they have given us this year. We are hopeful of having a better offering next year.

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they had been students during the regular daytime sessions. Last year there were 50 students enrolled in these evening classes.

Many of us visiting Boskoop for the first time were most favorably impressed by the extent to which not only the personnel in the horticultural school and the experiment station, but also those of the nurseries, were acquainted with recent horticultural developments in this country. The libraries of both of these institutions had about as many American periodicals on their shelves and bookracks as they did of other countries. The procedures and techniques being used in Holland were, on the whole, far more advanced than were those in any other country that I visited this past summer in western Europe. To be sure, some of the larger Belgian firms were equally progressive, but these were exceptions, whereas in Holland, the exceptions were the rule.

Future Congress

Before closing I should like to mention again this question of when shall we have an international horticultural congress in this country? There are two major barriers, if not three, in answering this question.

In the first place, the present McCarran act would prevent many European horticulturists who would attend such a congress from easily procuring a visa. Some would not be able to obtain a visa at all. If the congress is to be international in fact, as well as in name, there must be provisions for the admission of persons from every other nation of the world to that congress. Such cannot now be done in this country. The same situation is faced by other groups which want to have international congresses here. If you will stop and think a moment, you will note the omission of reference to international congresses of any sort in this country, and I have given you the basic reason. I think the matter is being given consideration by the appropriate subcommittee in Congress, and your own American Horticultural Council is interested in this as concerns horticulture and is taking steps toward insuring that the matter be given a fair and thorough investigation at the Congressional level.

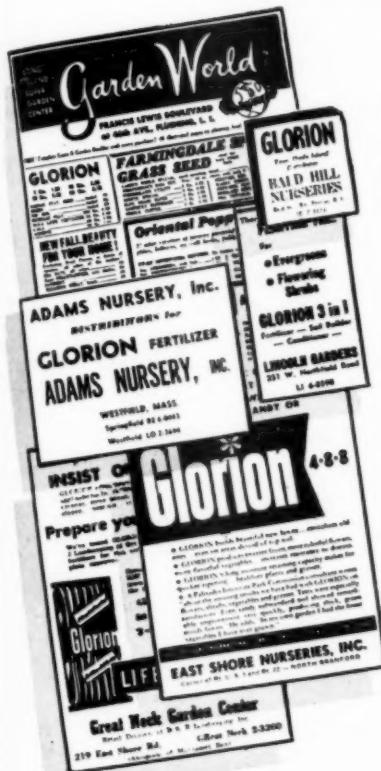
The second question to be answered is, "Who is going to foot the bill?" In all other countries, to the best of my knowledge, the national government steps forward and assumes a substantial portion of the expense. At the congress in the Netherlands last summer, I was told that the Dutch government put up



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BEARDSLEE NURSERY PERRY, O.

horticultural societies and organizations in this country. For this reason, it is my belief that any future congress that might be considered for this country would have to be sponsored jointly by the United States Department of Agriculture and by the American Horticultural Council.

American Council

The American Horticultural Council, as you all probably know, is in effect, a federation of horticultural organizations. Its growth, during the past five years, has really been something to behold, and at last I am convinced that it has reached the point of having a sound footing, of being in a position to render services to its membership and of taking a place in American horticulture not held heretofore by any one or any group of horticultural organizations. It is the logical unit to work with the U. S. D. A. in the sponsorship of such an international horticultural congress. It is fully aware of the situation and it is giving the matter thorough and careful study.

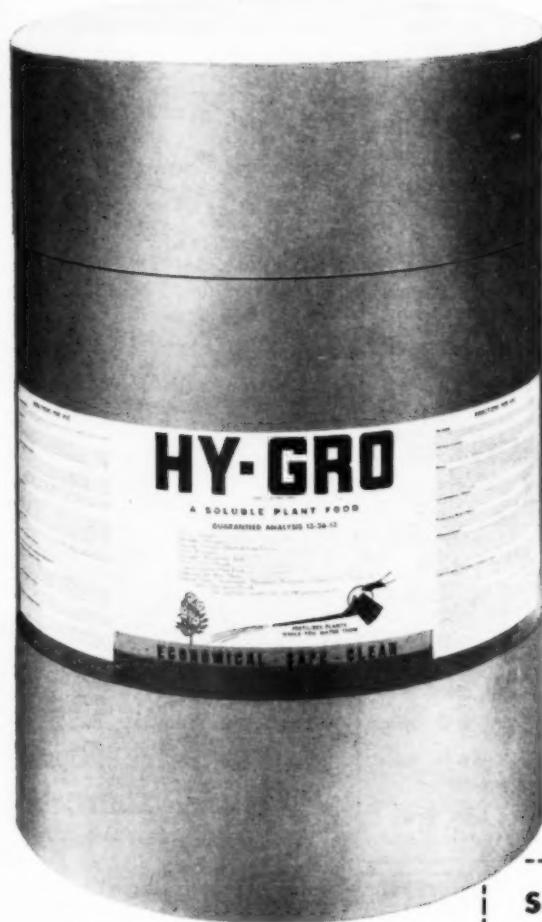
In closing, I should like to mention that the next congress will be held in 1958 or 1959, under the auspices of the French government. It is presently considered that it will be held in Morocco and, if not there, in southern France. Those of you who may think of Morocco as a God-forsaken dry desert are in for a considerable enlightenment if you attend this congress, if it is held there. This, because Morocco is a country of very varied habitats, providing the desert, known to all of us, but also temperate lands and alpine meadows and snow-covered peaks. I suspect that it is in order to demonstrate this wide range of horticultural habitats and accompanying procedures that Morocco has been chosen by the French as the site for this next congress. I am sure that next time you will hear much about this congress well in advance and that the number of 73 who registered for the 1955 congress will be doubled for the next one.

MONTY WRIGHT has been named to head the plant container department of George J. Ball, Inc., West Chicago, Ill., according to Carl Ball. Mr. Wright's duties with the firm will center around development of new and improved containers for growing and selling ornamental plants. He replaces Frank D. Balzhiser, who headed the department for over 25 years.

HY-GRO—the largest selling Soluble Plant Food in Florida is now going into nation-wide distribution! We know trying beats talking! So, this is our offer—

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 Send COD. Ship F.O.B. Baltimore, Md.

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	Per 10	Per 100		Per 10	Per 100
<i>Ilex opaca femina</i> , our selection of the following named varieties:	\$7.00	\$60.00	<i>Parrotia persica</i>	\$6.50	\$60.00
Cheerful	Mae		<i>Thuja orientalis aurea nana</i>	5.00	40.00
Christmas Tide	Mania		<i>Thuja orientalis conspicua</i>	5.00	40.00
Delia Bradley	Miss Helen		<i>Thuja orientalis elegantissima</i>	5.00	40.00
Joyce	Osia		<i>Cornus florida alba plena</i>	6.00	50.00
Lake City	Wards		<i>Cornus florida rubra</i>	6.00	50.00
	Per 10	Per 100	<i>Cornus florida rubra Preisser</i>	7.50	65.00
<i>Magnolia rustica rubra</i>	\$7.00	\$60.00	<i>Hamamelis mollis</i>	6.00	50.00
<i>Magnolia soulangeana</i>	7.00	60.00	<i>Hamamelis vernalis</i>	6.00	50.00
<i>Magnolia soulangeana nigra</i>	7.00	60.00			
<i>Magnolia stellata rubra</i>	7.50	65.00			

TERMS: Prices in this list are net cash F.O.B. Mountain View, N. J., but the usual terms will be extended to those of established credit. No goods sent C.O.D. unless 25% of amount is sent with order. Five of one kind will be billed at the 10 rate; 25 at the 100 rate; 250 at the 1000 rate. From those not acquainted with our stock, a trial order will be appreciated. Packing extra at cost.

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	Per 100	Per 1000
<i>Ilex crenata</i> seedling-grown, 4-yr., XX, field	\$50.00	\$450.00
seedling-grown, 3-yr., X, beds 12.00	90.00	
<i>Ilex crenata microphylla</i> seedling-grown, 3-yr., X, beds 12.00	90.00	
<i>Ilex crenata convexa</i> 2-yr., X, beds	30.00	250.00
<i>Pieris japonica</i> 3-yr., XX	45.00	420.00
Minimum mail order \$20.00.		

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INDIANA, INDIANA CO., PA.
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OBITUARY

Elmer Drew Merrill

Elmer Drew Merrill, Arnold professor emeritus of botany at Harvard University, died February 25, at Forest Hills, Mass. He was 79 years old. He was former director of Harvard's Arnold Arboretum and the New York Botanical Garden. He is survived by his widow and a son, Dudley Sperry, Upton, Mass.

LORAIN COUNTY NOTES

The Lorain County Nursery Association held its annual ladies' night dinner at Heilmans restaurant, Lorain, O., January 12. Guests from out of the county included Mr. and Mrs. Fleming Gens, Mr. and Mrs. Alex Posze, Mrs. George Gens and Joyce Gens, all of Gens & Sons, Nurserymen, Norwalk, O., and Mr. and Mrs. Wayne Asplin, Westlake, O.

New officers of the association are Richard Miller, Miller's Nursery, Elyria, president; Bernhard Schmetz, Schmetz's Nursery, Avon, vice-president, and Frank Locke, Oberlin Nursery, Oberlin, secretary.

A review of the past year's activities was given by the outgoing president, Laddie Mitiska, Amherst, and Secretary T. N. Carpenter, Elyria Nursery, Elyria. They pointed out that the association had contributed much to the appreciation of landscape materials through exhibits at the Lorain county fair and the Lorain flower show.

Pleasure was expressed for the summer tour during which stops were made at the Gwen-Gary Nursery, Columbiana, O., and at Musser Forests, Inc., Indiana, Pa.

Frank Locke, Sec'y.

HOLDEN ADDITION

The Holden Arboretum at Mentor, O., recently purchased the 543-acre estate of the late Arthur D. Baldwin. The combined grounds now total 1,100 acres, making Holden one of the largest arboretums in the country.

FIRE destroyed a combination office and packing shed, including considerable equipment and materials, along with all orders, at the Southern Acres Nursery, Jacksonville, Ill., March 4. Joe Cruzan, owner, estimated the loss at \$4,000.

FLOWERING SHRUBS and EVERGREENS

FLOWERING SHRUBS

Shrubs in storage for immediate shipment. All two-year, field-grown stock.

	Each	Each	Each	Each	Each	Each	Each
	Per 10	Per 100	Per 10	Per 100	Per 10	Per 100	Per 10
Almond, pink-flowering, own root							
18 to 24 ins., br.	\$0.30	\$0.25					
2 to 3 ft. br.	.35	.30					
3 to 4 ft. br.	.40	.35					
Althaea anemoneaeflora, pink							
75 12 to 18 ins., L.O.	.05	.04					
350 18 to 24 ins., L.O.	.06	.05					
525 12 to 18 ins., br.	.20	.15					
25 3 to 4 ft. br.	.35	.30					
1225 4 to 5 ft. br.	.40	.35					
Althaea Lady Stanley, pink							
137 12 to 18 ins., br.	.20	.15					
130 4 to 5 ft. br.	.40	.35					
Althaea paeoniflora, pink							
200 18 to 24 ins., L.O.	.06	.05					
800 12 to 18 ins., br.	.20	.15					
740 18 to 24 ins., br.	.20	.15					
Althaea Lucy, red							
700 12 to 18 ins., br.	.20	.15					
Althaea Rubis, red							
750 12 to 18 ins., br.	.20	.15					
2285 2 to 3 ft. br.	.30	.25					
Althaea, tree form, red							
2 to 3 ft.	.30	.25					
3 to 4 ft.	.35	.30					
4 to 5 ft.	.40	.35					
Althaea, tree form, pink and white							
3 to 4 ft.	.35	.30					
Barberry, red-leaved							
270 9 to 12 ins., br.	.20	.15					
660 12 to 15 ins., br.	.25	.20					
Buddleia farquharia, purple, 1-yr.							
200 L.O.	.06	.05					
120 No. 2	.15	.10					
Buddleia magnifica							
240 L.O.	.06	.05					
223 No. 2	.15	.10					
Buddleia Pink Charming, 1-yr.							
576 No. 2	.15	.10					
Deutzia Pride of Rochester							
443 18 to 24 ins., L.O.	.07	.06					
775 12 to 18 ins., br.	.15	.10					
1660 18 to 24 ins., br.	.20	.15					
2030 2 to 3 ft. br.	.25	.20					
Deutzia rosea							
475 12 to 18 ins., br.	.15	.10					
1310 18 to 24 ins., br.	.20	.15					
1018 2 to 3 ft. br.	.25	.20					
40 2 to 3 ft. 2 br.	.20	.15					
Forsythia fortunel							
900 18 to 24 ins., L.O.	.06	.05					
170 18 to 24 ins., 2 br.	.15	.10					
170 2 to 3 ft. 2 br.	.20	.15					
740 12 to 18 ins., br.	.15	.10					
1800 18 to 24 ins., br.	.20	.15					
1065 2 to 3 ft. 2 br.	.22%	.17%					
Forsythia spectabilis							
75 6 to 12 ins., L.O.	\$0.04	\$0.03%					
225 12 to 18 ins., L.O.	.05	.04					
547 18 to 24 ins., L.O.	.06	.05					
970 18 to 24 ins., 2 br.	.15	.10					
1010 2 to 3 ft. 2 br.	.20	.15					
1275 12 to 18 ins., br.	.15	.10					
2190 18 to 24 ins., br.	.20	.15					
2150 2 to 3 ft. 3 br.	.22%	.17%					
Honeysuckle, fragrantissima							
100 6 to 12 ins., L.O.	.05	.04					
300 12 to 18 ins., L.O.	.06	.05					
1125 18 to 24 ins., L.O.	.07	.06					
625 12 to 18 ins., 2 br.	.12	.10					
1195 18 to 24 ins., 2 br.	.15	.12					
2632 12 to 18 ins., br.	.15	.12					
2280 18 to 24 ins., br.	.25	.20					
Honeysuckle, heckrottii							
995 No. 1 1/2	.25	.20					
3345 No. 1	.30	.25					
Honeysuckle, morrowi							
12 to 18 ins., L.O.	.05	.04					
18 to 24 ins., L.O.	.06	.05					
12 to 18 ins., br.	.12	.10					
18 to 24 ins., br.	.17%	.12%					
2 to 3 ft. br.	.22%	.17%					
3 to 4 ft. br.	.27%	.21%					
4 to 5 ft. br.	.32%	.21%					
Honeysuckle, zabelii							
890 18 to 24 ins., 2 br.	.12	.10					
880 2 to 3 ft., 2 br.	.15	.12					
1775 12 to 18 ins., br.	.12	.10					
2320 18 to 24 ins., br.	.20	.15					
2180 2 to 3 ft., br.	.25	.20					
Lilac, rothomagensis							
3860 18 to 24 ins., br.	.30	.25					
1000 18 to 24 ins., br.	.35	.30					
Philadelphus coronarius							
395 12 to 18 ins., br.	.20	.15					
150 2 to 3 ft., br.	.25	.20					
569 3 to 4 ft., br.	.30	.25					
Philadelphus grandiflorus							
100 12 to 18 ins., br.	.15	.10					
250 18 to 24 ins., br.	.20	.15					
264 2 to 3 ft., br.	.25	.20					
40 3 to 4 ft., br.	.30	.25					
Privet, Regel							
210 12 to 15 ins., br.	\$0.17	\$0.12%					
280 15 to 18 ins., br.	.20	.15					
280 30 to 36 ins., br.	.35	.30					
Privet, Amur River North							
9 to 12 ins., br.	.06	.05					
12 to 18 ins., 2 br.	.06	.05					
2 to 3 ft., br.	.09%	.08%					
3 to 4 ft., br.	.10%	.09%					
Privet, Iblolum							
1170 18 to 24 ins., L.O.	.04	.03%					
125 2 to 3 ft., 2 br.	.07	.06					
1425 12 to 18 ins., br.	.07	.06					
3560 2 to 3 ft., br.	.09%	.08%					
2040 3 to 4 ft., br.	.10%	.09%					
25 4 to 5 ft., br.	.12	.11					
Privet, California							
588 6 to 12 ins., L.O.	.02%	.02					
322 18 to 24 ins., L.O.	.03%	.03					
3617 2 to 3 ft., br.	.08%	.07%					
2715 3 to 4 ft., br.	.09%	.08%					
65 4 to 5 ft., br.	.11	.10					
Rosa Hansa							
243 L.O.	.15	.10					
1510 No. 2	.20	.15					
2500 No. 1 1/2	.30	.25					
5000 No. 1	.35	.30					
Rosa Pink Grootendorst							
1280 No. 1	.35	.30					
Rosa Grootendorst Supreme							
2470 No. 1	.35	.30					
Rosa Harison's Yellow							
40 No. 2	.20	.15					
80 No. 1 1/2	.30	.25					
1014 No. 1	.35	.30					
Spiraea Anthony Waterer							
2590 9 to 12 ins., br.	\$0.20	\$0.15					
1090 12 to 15 ins., br.	.25	.20					
236 15 to 18 ins., br.	.30	.25					
Spiraea froebell							
760 15 to 18 ins., br.	.30	.25					
1040 18 to 24 ins., br.	.35	.30					
480 24 to 30 ins., br.	.40	.35					
Spiraea nana (Dwarf Ninebark)							
1120 18 to 24 ins., br.	.20	.15					
4480 2 to 3 ft., br.	.25	.20					
3965 3 to 4 ft., br.	.30	.25					
Nandina domestica							
18 to 24 ins., B&B.							
24 to 30 ins., B&B.							
Magnolia grandiflora							
3 to 4 ft., B&B.							
4 to 5 ft., B&B.							
Ligustrum lucidum							
15 to 18 ins., B&B.							
18 to 24 ins., B&B.							
Mornin Star NURSERY							
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Connecticut Short Course

Principles of Nursery Management

Reported by Kenneth A. Bradley

Principles of management were discussed at the recent Connecticut short course, by Prof. Paul L. Putnam, head of the department of agricultural economics at the University of Connecticut. He introduced his subject by giving some statistics comparing the cash receipts from nursery sales in the northeastern United States with income from other farm crops. He stated that nurserymen constantly are changing their practices to meet the new trends and methods of production.

Making sound decisions about what changes are necessary so as best to organize one's resources to achieve maximum net income is one of the most important problems which face the farmer or nurseryman today. A management practice suitable to one nursery is not necessarily suitable to another, since their resources and practices vary. The problem then is how best to combine good practices with one's own particular resources, and the most successful nursery is the one that combines technology and resources into the most efficient bundle. This coordination is called the unit approach in decision making.

Professor Putnam said that some farmers have tried to use a cost-accounting system in making management decisions, but he has found that a general budget method usually is more realistic, because it considers resources that the cost-accounting systems do not.

Long-Term Planning

More sound decisions will be made if the nurseryman will think through the over-all problem, considering each phase, and estimate, to the best of his ability, how any change would affect his receipts, expenses and net income.

Professor Putnam recommended a management method which would look to the future, recognize that each nursery business has unique features and consider the whole nursery business as a unit rather than by enterprises. Sometimes the past history of a nurseryman's business operations will have only a limited value, since, to be successful in the future, the operation must be different from what it has been in the past.

He emphasized that there is no short cut to doing this type of man-

agement, since each nursery must be considered individually, according to the resources of the land operated, the existing building and location and the abilities of the operator. A management plan may involve changes in such things as the use of buildings and land, or selling, fertilizing and management practices. Many of the decisions on these matters are hard to make, and they involve complex thinking, but the better the decisions are, the better will be the results.

Professor Putnam continued by listing six parts of this business-planning process. The first was to determine long-term goals. This is the opening wedge to start the nursery-

man thinking about his future and what he wants from it, in relation to his ability to achieve it. The second was to take an inventory of resources, which include physical items, such as land, buildings and machinery, and financial items, such as cash, securities and available credit. These should be listed in an appropriate manner with the quantity and quality indicated. The third part of business planning is to analyze the present organization and operating statement. This means listing what enterprises are carried on; for example, the trees and shrubs grown; what methods are practiced, such as fertilization, harvesting, growing and packaging, and how

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No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	4.75	5.60	
No. 2	9 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.25	5.90	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	5.75	6.25	
No. 4	13 ins.	12 ins.	...	25	Per 100 133 lbs.	25 pots, \$7.00; 50 pots, \$13.25; 75 pots, \$19.75; 100, \$23.75; 1000, \$240.00.	Per 100 7.15	Per 1000 69.00

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	Per 100	Per 1000
Scotch Pine (Riga)		
2-yr., 2 to 4 ins.	\$ 3.00	\$ 15.00
2-yr., 4 to 8 ins.	5.00	25.00

American Red Pine

2-yr., 2 to 4 ins.	3.00	15.00
4-yr., 12 to 18 ins.	8.00	40.00

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3-yr., 2 to 5 ins.	4.00	20.00
4-yr., 4 to 7 ins.	7.00	35.00
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3-yr., 5 to 9 ins.	9.00	45.00
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Soulangiana, pink; Soulangiana Nigra, dark purplish-pink; Rustica Rubra, pink; Alba Superba, white; Pink Superba, pink; Lennel, good, pink; Stellata (Star Magnolia), semi-double, pure white; Alexandria, large, late pink.

All 2-yr., 12 to 18 ins. and on own roots. 75¢ each. Minimum order, 5 of one kind.

ALANWOLD NURSERY

NESHAMINY, Bucks Co., PA.

farm accounts are kept, such as listing total expenses, receipts and methods of financing. The fourth part of planning is the developing of alternatives, which is really the core of planning work. The first three steps provide the base for doing this. One should develop several alternative plans, working out a budget for each, showing how it would affect receipts, expenses and income, and then choose the one which best combines one's resources, skills, technology and desires and is the most attractive from the point of view of income and satisfaction.

Set Up Goals

The fifth part in planning is to work out the details of the chosen long-term plan. These should show the business as it can be and as the operator wants it to be after some period of time. As the last part of planning, one should accomplish the plan. In this regard, it is important to set up yearly goals, showing the steps to be taken and their timing. One should establish in advance the methods of financing, establishing sources, quantity and a payment plan. Thus the nurseryman can guard against overcaution or overindebtedness, both of which are bad and retard development.

Professor Putnam next discussed management by dividing into the four phases of organization, operation, buying and selling and business management. Under organization he included such problems as the number and varieties of plants grown and whether the business is retail or wholesale or a combination of both. He remarked that the best organization for the nursery business is probably one which is slowly and constantly changing, since an economic unit that was efficient 10 years ago is not the most efficient today. With the improvement of techniques, mechanizations and methods which has taken place in the nursery business during the past decade, the total volume of business which can be handled has increased, and no organization can remain static.

The second phase, operation, requires planning of the work from day to day and directing it. The constant succession of decisions which must be made from day to day and week to week will be made much more soundly when one is following an over-all plan. Professor Putnam defined buying and selling as the commercial phase of being a good businessman. He discouraged the practice of buying such items as fertilizer, seeds, containers and machinery on credit, because one cannot buy so

ROOTED CUTTINGS and TRANSPLANTS

	Rooted Cuttings	Trans- plants	1-yr. Per 100	Per 100
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Globosa			\$ 8.00	\$ 18.00
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Palmatum Atropurpureum (Japanese Red Maple)	9.00	15.00
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Cuttings ready approximately May 15; transplants shipped after April 1. 200 of a variety 5% discount. Shipped bare-root, packed in moss.

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FORSYTHIA LYNWOOD GOLD

Heavy outdoor frame-grown cuttings, completely dormant.

\$12.00 per 100 \$100.00 per 1000

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HIDDEN VALLEY NURSERY			
offers Gleditsia triacanthos, Carpinus caroliniana, Platanus acerifolia, Quercus palustris, Liquidambar styraciflua, Acer rubrum, Fraxinus americana, Morus alba, Robinia pseudoacacia, Betula papyrifera, Celtis occidentalis, Catalpa speciosa, Pinus strobus, Pinus nigra.			

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Bird VITA-GREEN Pots mean quick and easy planting for you . . . they're light and convenient to handle. They stay clean and mildew resistant. They're green colored for more sales appeal. They're low cost. And—because you plant the pot, too—you don't spend valuable time and money picking up and trucking useless empties.

You'll like the strong and efficient Bird VITA-GREEN Pots . . . your customers will, too! VITA-GREENS are ideal for bedding, vegetable, and annual plants. Begin—today—planting the easy way . . . use Bird VITA-GREEN Pots for extra-easy profits!

Order from supplier's catalogue or write for information and name of nearest distributor. Bird & Son, Inc., Horticultural Dept. AN-4, East Walpole, Massachusetts.

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SIZE	PRICE PER M	WEIGHT PER CASE	QUANTITY PER CASE
2 1/4"	7.10	22	2000
2 1/2"	8.60	26	2000
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RED POTS • PERENNIAL POTS • VITA-M POTS



Norway Spruce, 2-yr. S.

	Per 100	Per 1000	1000 at rate	Per 1000 at rate
SCOTCH PINE				
5 to 10 ins. (2-0)	\$6.00	\$30.00	\$23.00	
4 to 8 ins. (2-0)	5.00	25.00	20.00	
3 to 6 ins. (2-0)	4.00	20.00	18.00	
3 to 6 ins. (3-1)	6.00	40.00	35.00	
AUSTRIAN PINE				
4 to 8 ins. (3-1)	8.00	50.00	
2 to 4 ins. (2-1)	5.00	35.00	
NORWAY SPRUCE				
5 to 10 ins. (2-0)	8.00	40.00	35.00	
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100 at 1000 rate; 1000 at 1000 rate				

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TAXUS FASTIGIATA

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well as when buying with cash. He explained the use of farm credit agencies, patronized by farmers who do need credit for purchases. Farmers find it economically advisable to use farm credit agencies, and Professor Putnam said that the same may be applicable to nurserymen. Poor buying, sometimes done through lack of judgment or pressure from salesmen, can do much to reduce income. To do a good job of buying, one must know and follow the market, know prices, costs and quality and be a good bargainer.

Regulatory Jobs

Concerning business management, it was noted that how well farmers manage their finances has much to do with their earning an adequate income. Business management is concerned with regulatory jobs, such as accounts, income tax, social security, credit problems and insurance problems. Concerning credit, the speaker remarked that many farmers borrow too much and too often. One should determine whether borrowing for a specific purpose will increase the productivity and earnings of one's business.

Concerning insurance, it was observed that many Connecticut farmers have made changes in their insurance practices in recent years, having found their coverage to be inadequate, obsolete, too high in premium and giving little or no service. One mistake of the past has been to divide out insurance among several agents, thereby creating a confused situation, with no one having a fixed responsibility. In resurveying insurance coverage, it may be possible to make substantial savings by doing such things as combining all cars and trucks under one policy to get fleet discounts, eliminating duplicate coverage for liability on certain premises, rewriting fire coverage, using proper warranties and installing monthly stock reporting.

There has been increasing use recently by farmers of business life insurance, particularly where partnerships exist. The same is true of business accident insurance. The increasing seriousness of the liability problem confronts farmers today and nurserymen, too.

In conclusion, Professor Putnam stated that, since no two businesses are operated alike, the solution of any problem must be made to fit each situation. He summarized his remarks by saying that every nurseryman can make improvements, but they will depend upon the financial situation of the operator, the business

WILMAT HOLLY LINERS

For spring delivery. Well-established for bedding in May. 3-in. pots.

English Hollies

	Per 100
Altaclarensis	\$55.00
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Ciliata major	65.00
Shepherd	55.00
Marnocki	45.00
Robinson (male)	45.00
Fox (male)	45.00
Alicornis	45.00
Argenteo marginata	65.00
Fisher	45.00
Handsworth	45.00

Chinese Hollies

Cornuta, male and female, hardy zone	45.00
Cornuta rotunda	55.00
Pernyi, male and female	45.00

American Hollies

Arden	45.00
Cardinal	45.00
Connecticut selections	65.00
Heavy fruiter	65.00

Quality, variety and livability guaranteed.

WILMAT HOLLY CO.

Box 304 NARBERTH, PA.

ORDER NOW!

	Per 100	Per 1000
BOSTON IVY	\$25.00	\$200.00
2-yr., T., No. 1	17.50	150.00

CORNUS FLORIDA, seedlings, above grafting size	15.00	125.00
grafting and budding size	6.00	45.00
below grafting size	4.00	25.00
2-yr., T., 18 to 24 ins.	25.00	200.00
2-yr., T., 24 to 36 ins.	45.00	350.00

CYDONIA JAPONICA, seedlings, 1-yr., 10 to 14 ins.	5.00	40.00
1-yr., 15 to 21 ins.	7.50	60.00

Free packing for cash with order.

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Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

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- Quality Nursery Stock
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Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage. Over 200,000 for spring delivery. All sizes from 8 ins. to 3 ft. All B&B.

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8 ins.	\$0.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

CORAL BELLS

8 ins.	.75
10 ins.	1.00

HINODEGIRI

Our Hinosa are very dark red.	
8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

ORANGE BEAUTY

This Kurume azalea is the best we have ever grown. In foliage it looks exactly like the Hinodegiri but grows faster and is bright orange in color. We have 30,000 1-yr. liners for May 1 delivery. \$150.00 per 1000. Get some of this scarce item. Very hardy. Also in the following sizes:	
10 ins.	1.00
12 ins.	1.25

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8 ins.	\$0.75
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12 ins.	1.25

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8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00

MAXWELL

8 ins.	.75
10 ins.	1.00

KAEMPFERI

Hardest of all azaleas; well-budded, heavy.

OTHELLO, SALMON BEAUTY, FEDORA and CARMEN

are all the same price.

8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

We also have limited quantities of the following varieties: Louise Gable, Favorita, Beethoven, Johann Strauss, Rose Bud, Rose Greeley, Addy Wery and Polaris.

We have 130,000 transplanted liners for May 1 delivery in all the above varieties at \$150.00 per 1000. Come out and see them.

Buy northern-grown hardy azaleas. Our cuttings are made from plants that have been outdoors, unprotected for the past 15 years. Try them once and see the difference.

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ROSES

The following roses, of our own growing, are surplus and are hereby offered. Subject to prior sale. Packing free, F.O.B. Mentor, Ohio.

No. 1

- 100 *Condesa de Sastago*
- 100 **Courtship*, cerise
- 100 *Ena Harkness (85c)*
- 100 **Flirtation*, pink and gold
- 100 **Fashion*
- 100 **Ma Perkins*
- 50 **Pinocchio*
- 50 *Pink Jewel*
- 75 **Suzon Lotthe*

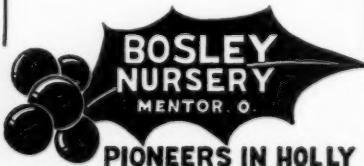
Also a few No. 1½ ideal for potting in the following varieties:

- Condesa de Sastago*
- **Courtship*, cerise
- **Flirtation*, pink and gold
- **Grande Duchesse Charlotte*
- **Mrs. Paul R. Bosley*, yellow
- **Peace*
- **Sun King*
- **Suzon Lotthe*
- **Wedding Ring*, gold
- **Fashion*
- **Ma Perkins*
- Nigger Boy*
- White Dawn*

Unless otherwise noted, prices are as follows:

No. 1, 65c; No. 1½, 45c

*Denotes patented roses at standard patented prices.



itself and the experience, training and ability of the operator. No one else can do this job for a nurseryman. Others can give him procedures to do it, but the planning has to be done by the person himself. A good plan provides one of the most effective methods in aiding nurserymen to make changes in organization and practice that will lead to more efficient production, an improved income and a satisfactory living from his efforts.

WHAT PUBLIC EXPECTS

At the final session of the Connecticut short course, Milford Lawrence, of H. V. Lawrence, Inc., Falmouth, Mass., spoke on "What the Public Expects in the Way of Quality of Materials and Price." Mr. Lawrence made the statement that quality is IT in the nursery business. Without it, he does not believe one can hope to succeed. We are concerned with quality in the nursery business for several reasons. It is our bread and butter; quality means sales; it means satisfaction. It is the best single element with which to meet competition.

Our competition, continued Mr. Lawrence, is not so much with each other as it is with the other industries selling other luxury products. By these are meant refrigerators, television sets, automobiles, etc. The competition we face is for the homeowner's dollar, among all kinds of modern improvements and luxuries for the home and for the home grounds. Our job as nurserymen is to see to it that our product is such as to deserve commendation; that we ourselves sell it better, not necessarily as a luxury, but as a normal need. Mr. Lawrence stressed the idea that, by being properly used, our product gives permanent appreciation value to a property and, being a continuing appreciation, it is a worthwhile investment. The exact price of the product is not so important as being able to advertise one's business by saying, "We've got good stuff that will live."

Mr. Lawrence continued with the idea that quality is, to a certain extent, relative. By way of illustration, he pointed out that a nurseryman should give just as good quality plants for a privet hedge bought by an average-income customer as for a taxus hedge for a high-income customer. Perhaps it is almost more important to have really good quality in the small sales made to an average-income customer, since if he puts \$50 into a privet hedge which does not

SHADE TREES

NATIVE SHADE TREES—Straight and well branched, dug bare-root or balled and burlapped according to A.A.N. specifications:

River Birch, Rubrum Maple, Pin Oak, Ash and Sweet Gum	5 to 6 ft., B.R.	\$ 1.25
	6 to 8 ft., B.R.	2.00
	8 to 10 ft., B.R.	3.50
	1 to 1½-in. cal., B&B.	6.50
	1½ to 2-in. cal., B&B.	8.00
	2 to 2½-in. cal., B&B.	10.00
	2½ to 3-in. cal., B&B.	13.00
	Above prices are each in lots of 10.	

Write for special quotations on carload lots.

10,000 Peach: Elberta, Halehaven, Golden Jubilee, Diamond King and Hale	Each	per 100
7/16 to 9/16-in. cal. ....	.45c	
9/16 to 11/16-in. cal. ....	.55c	
25,000 3-yr. Amur River North Privet	Per 1000	
2 to 3 ft., 3 br. and up....	\$100.00	
3 to 4 ft., 4 br. and up....	125.00	

Nurseries located 225 miles southwest of Chicago, Ill.; 90 miles east of St. Louis, Mo., and 85 miles west of Vincennes, Ind., on State Route 37 two miles north of Farina, Ill.

Write for our general wholesale price list.

EGYPTIAN NURSERY & LANDSCAPE CO.

FARINA, ILL.
Day Phone: 3551 Night Phone: 2641

LINING-OUT STOCK

	Per 100	Per 1000
Vicary Privet		
rooted cuttings	\$10.00	\$ 80.00
2-in. rose pots, 2-yr.	18.00	150.00
Forsythia Lynwood Gold		
rooted cuttings	10.00	80.00
2¼-in. pots, 2-yr.	15.00	135.00
Teucrium chamaedrys		
rooted cuttings	5.00	45.00

EDWARD GILSON & SON NURSERY
U. S. Rt. 20 PERRY, O.

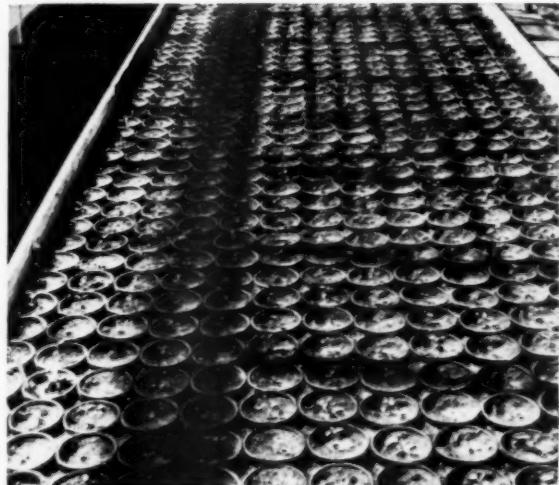
AMERICA'S BEST SOURCE FOR HARDY PLANTS
Write for Trade List **MENTOR, OHIO**
Wayside Gardens


Wholesale growers of the best Ornamental Evergreens Deciduous Trees Shrubs and Roses
Write for our current trade list.
The Kallay Brothers Co.
1251 Madison Ave. PAINESVILLE, O.

CORKSCREW TREE

(*Salix Matudana Tortuosa*)
Contorted Hornbeam willow or Corkscrew Tree. Very odd appearing horticultural curiosity. Branches grow upright with a corkscrew twist. Compact growing large shrub or small tree. Ultimate height 12 to 15 ft. Small trees approximately 4 to 5 ft., \$2.50 each.
BEARDSLEE NURSERY PERRY, O.

Save your plants from nematodes to SPEED SALES!



NEW **V-C 13 NEMACIDE** **protects growing plants**

HERE is the new, easy way to protect your nursery stock from nematodes—the microscopic worms that attack plant roots and kill your sales even when they don't quite kill your plants. Stop fussing with old-style products that kill plants and nematodes. Avoid having to destroy plants condemned by inspectors. Clean out nematodes with new V-C 13 NEMACIDE.

Tests have shown V-C 13 has killed nematodes without harming growing plants. Use V-C 13 for all kinds of ornamentals in the greenhouse, under shade, or in the field. The cost is often less than 1 cent per plant of saleable size.

Just mix V-C 13 with water and soak the soil to full root depth of plants. Or mix V-C 13 with the soil before you plant. V-C 13 kills nematodes in the soil and discourages future attacks. Use V-C 13 yourself, and recommend it to customers.

Get V-C 13 now—to help speed plant sales and customer satisfaction!

FILL IN THIS COUPON FOR FULL INFORMATION



Now available in four handy sizes: 8-ounce bottle; 1-quart bottle (2½ lbs.); 1-gallon jug (10 lbs.); 5-gallon drum (50 lbs.). Each gallon treats 800 to 1,600 square feet of nursery plantings.

NOW

Virginia-Carolina Chemical Corporation
401 East Main Street, Richmond 8, Virginia

Please send me literature on new
V-C 13 Nemacide. (AN)

NAME _____

FIRM _____

ADDRESS _____

CITY _____ STATE _____

PRICES REDUCED ON PFITZER and HETZ JUNIPERS

The following prices apply on orders of 50 or more.

Juniperus hetzii glauca

15 to 18 ins., B&B	\$1.75
18 to 24 ins., B&B	2.25
24 to 30 ins., B&B	3.00
30 to 36 ins., B&B	3.50
36 to 42 ins., B&B	4.00

Juniperus chinensis pfitzeriana

15 to 18 ins., B&B	2.00
18 to 24 ins., B&B	2.50
24 to 30 ins., B&B	3.00
30 to 36 ins., B&B	4.00

Cotoneaster divaricata, sheared specimens

2 to 3 ft., B&B	2.00
3 to 4 ft., B&B	2.50
4 to 5 ft., B&B	3.00

All are well-sheared heavy plants. Write for large-quantity prices.

Heavy Liners, XX Transplants

Per 100	
Heitz Juniper, 12 to 15 ins.	\$45.00
Pfitzer Juniper, 12 to 15 ins.	45.00

We have a complete line of general nursery stock. You are invited to visit us and inspect our stock.

CRAWFORD NURSERY, INC.

R. R. No. 4, BUCYRUS, O.

Phones:

2-1135 3-1148



COTONEASTER ACUTIFOLIA

1-yr., field-grown, transplanted liners, well-branched.

	Per 100	Per 1000
9 to 12 ins.	\$13.00	\$125.00
12 to 18 ins.	16.00	150.00

Write for Complete List

EVERGREEN NURSERY CO.

Est. 1864

STURGEON BAY, WIS.

FOR THE NURSERY TRADE

Per 100 Per 1000

French Lilac		
2-yr., 2 to 3 ft., tops	\$75.00	\$700.00
Pfitzer Juniper		
18 to 24 ins., sheared	2.40	
Thuja, Hovey's		
18 to 24 ins.	1.60	
Philadelphia virginalis		
2 to 3 ft.	40.00	375.00

MOLNAR NURSERIES

R. F. D. 1, Narrows Rd.
PERRY, O.

Stock that is hardy.

WHOLESALE

SUMMIT NURSERIES
STILLWATER, MINN.

PEONIES

IRIS

HEMEROCALLIS

For Spring Planting

Peonies in cold storage, ready to ship.
Iris and Hemerocallis dug as weather
permits. Large selection. Quality stock.
Send for wholesale prices.

Wassenberg Gardens

4 1/2 Miles East on U.S. 30

VAN WERT, OHIO • "The Peony City"

Over 100 Years' Nursery Experience

ILGENFRITZ

NURSERIES, Inc.

The Monroe Nursery

MONROE, MICHIGAN

GET THE BEST

BUY ILGENFRITZ

thrive, it is much more of a loss to him than if the \$250 taxus hedge does not thrive for the wealthy customer. Realizing that the small home of today is what is making the citizenship and character of this country, we, as nurserymen, are contributing to that citizenship and that character insofar as we do a good job.

Rating Criteria

As a guide in judging quality of stock offered for sale, Mr. Lawrence composed the following rating scale of six criteria, based on 100 per cent, by which nurserymen might judge their product. First, he gives 30 points to "strength and sturdiness," and, second, 20 points to "clean stock." By this he means stock not only free from insects and diseases, but clean to look at and handle. Third, he gives 15 points to "true to name." This includes having plants labeled, with a short description of mature height, season of bloom and perhaps some advice on care of the plant. His fourth item is "good condition," which rates 15 points, and his fifth, rating 10 points, is "safeness in handling and convenience." Material should be packaged so the customer can handle it safely and know that it will be in as good shape when he gets it home as it was when it left the nursery. This also means safety for the nurseryman, especially if he guarantees (as he should) his stock. The sixth and last item, worth 10 points, is "guarantee that the plant will bloom this year." This is a sales proposition that Mr. Lawrence has found to exist among Cape summer residents, who like their plants to look prettiest in the summer, but to whom he has to sell in the spring.

Giving Advice

Mr. Lawrence continued by saying that quality plants must be supplemented by good, practical advice, which can only be given by competent, horticulturally intelligent salesmen. Customers must be given the right information for the care of plants, not only for their own satisfaction, but for the good of the plants sold. Mr. Lawrence has found it practical to print much of this advice in sales booklets, in which he tries to give customers readable copy that will tell them what they want to know. They also must be told why specific practices are recommended for use.

Mr. Lawrence believes that if one concentrates on selling, keeping in mind the desires of the customers and the needs of the plants, the cash register will take care of itself, and

MAIL THIS COUPON
FOR

Tapscott's

1956 SPRING BARGAIN BOOK

Buy Direct — Save Up To 25%

TAPSCOTT'S, 801 Lewis St., Owensboro, Ky.

Send Spring Bargain Book

Send 1956 Catalog

FIRM _____

BY _____

ADDRESS _____

CITY _____

STATE _____

Tapscott's 1956 SPRING BARGAIN BOOK

for EASTER, MOTHER'S DAY,
MEMORIAL DAY, GRADUATIONS,
SPRING WEDDINGS...



Flora Says:

SAVE

UP TO **25%**

or

**Ribbons - Foils
Corsage Boxes
Corsage Bags
Corsage Pins
Plant Boxes
Pot Wraps
Styrofoam
Novelties
Artificial Flowers
Paper Boxes**

SAMPLE VALUES

"DECORETTE" POT TIES

Buy 'em by the dozen — less
than two cents a yard that way
... but man, how they'll pick up
those spring orders!

COLORS

White	Pink
Nile	Blue
Yellow	Orchid
Red	Moss
Brown	Silver
Gold	Flag Blue
Pastel Stripe	
Christmas Stripe	

Width 5. 7/8" x 50 yds. Weight
4 oz. per roll.

E-250 per roll **\$ 1.00**
Dozen rolls **10.00**

MANY MORE VALUES INSIDE!



Easter is **EXTRA EARLY** this year — April 1st.
Don't be caught short — order supplies early!

"THE RIBBON HOUSE
OF THE NATION"

Tapscott's

OWENSBORO,
KENTUCKY

Background Design is our Cellophane Lace Wrap No. C-510 — available in 9 lovely colors.



Fancy, bright-colored label. Full planting instructions on back of each label. Under normal conditions, plants can be kept on the counter for two weeks without any loss. Can be held longer if watered.

PACKAGED STRAWBERRY PLANTS

Price per package of 25 plants

	\$0.55	Dunlap	\$1.50	Per 1000
Premier	.60	Premier	2.10	14.00
Robinson	.60	Robinson	1.80	12.00
Streamliner Everbearing	.75	Gem Everbearing	3.00	20.00
Superfection Everbearing	.75	Streamliner Everbearing	3.00	20.00
Gem Everbearing	.75	Superfection Everbearing	3.00	20.00

Wholesale list on complete line of small fruits available on request.

KRIEGER'S WHOLESALE NURSERY

Phone: Bridgman Hopkins 5-5522

BRIDGMAN, MICH.

GLADS, DAHLIAS, LILIES and other Summer-flowering Bulbs

Send for wholesale price list and details of the STASSEN BULB PLAN for SPRING 1956 — including your own "PLANTING GUIDE and RETAIL CATALOG" which is now available at:

\$60 per 1000 copies

with your name and address imprinted.



STASSEN
FLORAL GARDENS INC.
ROSLYN HEIGHTS, N. Y.

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LAKE COUNTY NURSERYMEN'S ASSN.

P. O. Box 33
MENTOR, O.

Write for Membership List

Mention The American Nurseryman when you write.

COTONEASTER

(Acutifolia)

15 to 18 ins., well-branched, transplants, 2-yr.-old plants, to be dug and shipped in April. \$22.50 per 100.

Check with order for no packing charge.

Ask for our Gladiolus Bulb catalog, listing All-America selections.

VENNARD NURSERY
Box 394N SIOUX CITY, IA.

Pure Kentucky BLUEGRASS LAWN SEED

We wish you could read the comments written us from our new and old customers alike who have used this seed. Subject to price change and seed being unsold.

10 lbs., \$7.00; 25 lbs., \$15.00;
50 lbs., \$28.75; 100 lbs., \$55.00.

WALNUT LAWN FARM
Rt. 2, LEXINGTON, KY.

one will still be in business five years from now.

Prices

On the subject of prices, Mr. Lawrence said that what the public wants and what the public expects are quite different. Customers actually have little knowledge of what is "right" in prices. For example, they do not understand why a small azalea costs more than a large forsythia. The nurseryman should be certain his prices are fair, but he should not apologize for them. Mr. Lawrence sees no need for bargain sales. If nursery stock is not worth a normal, retail price, it should be put in the hospital or on the dump. In considering what price the customer can afford, Mr. Lawrence stated that one has to have prices which, in accordance with one's own cost data, will give a good profit, a fair profit, but not an exorbitant profit. There should be no price differences among plants offered for sale in a block in the sales area; however, someone going through the growing bed rows and picking the best specimens should expect price differences.

Mr. Lawrence believes that nurserymen should not enter into price competition with grocery stores, drugstores or roadside stands which have nursery stock for sale at greatly reduced prices. Customers should be encouraged to patronize an established nursery because they know it can be counted on for quality plants, for reliable service and for permanence of their investment. Mr. Lawrence occasionally can justify a special sale, but does not approve of a loss leader sale or bargain sales. He just does not believe in them. He would never offer inferior stock at low prices, since it takes only one poor nurseryman and one poor landscape man to do a poor job, and confidence of the public in the trade is destroyed as a class. It is up to every single nurseryman to keep his standards up, his prices fair and his quality good. Mr. Lawrence does not advocate overselling, but does think that customers will respond to the truth about plants and how to care for them. The customer should be made to feel that the nurseryman has a personal interest in him. Mr. Lawrence summed up his remarks by saying that the customer expects fair dealing and he buys on confidence. Nurserymen are selling quality and confidence. If those two factors are sold at a fair-profit price, there need be not the slightest fear of competition, because one gets satisfied customers, and the friends of satisfied customers. And there is no better

APRIL 1, 1956

53

**ONE multi-purpose tractor
for 101 different jobs**

OLIVER SUPER 55

What makes the Super 55 such an unbeatable investment? It's the way you can handle so many different jobs so easily. Those shown here are just a few. Add such tasks as hauling and carrying, land clearing, snow plowing, grading—even digging post holes and sawing cordwood. You'll keep this year-round tractor on the go with a whole catalog of quick-change attachments—eliminate hundreds of hours of costly hand labor...save time and money on every job!

The Super 55 is the most powerful tractor of its class (with either diesel or gasoline engine). It's compact, maneuverable, simple to operate. And it's loaded with advanced features that insure a long and profitable lifetime of service.

Ask your Oliver distributor for details. Or write for Bulletin A-941.

THE OLIVER CORPORATION

400 W. Madison St., Chicago 6, Ill.



a complete line of industrial wheel and crawler tractors
and matched allied equipment



Mowers—Three types available: cutter bar, reel and rotary to meet every requirement.



All-purpose scoop—7-cubic-ft. capacity, handy for moving topsoil, etc.; dumps by trip lever.



Loaders—Bucket hydraulically controlled; 2000-lb. lifting capacity; 9' 9" dumping height.



Danuser blade—for scraping and moving materials, 72" cutting width, 0° to 180° cutting angle.



Sprayers—Mist sprayers in two sizes answer all needs for pest control; boom type weed sprayers also available.

ASK FOR YOUR COPY OF THIS NEW BULLETIN

Fully illustrated with job photos showing a variety of time- and money-saving attachments.



USE THE HANDY COUPON

The Oliver Corporation
400 W. Madison St., Chicago 6, Ill.

Please send a copy of Bulletin A-937 on the
Super 55 tractors.

Name.....Title.....

Organization.....

Address.....

City.....State.....

EVERGREENS

Pfitzer Juniper , XX, field, branched, sheared.	
14 to 16 ins., spread	\$0.50
11 to 14 ins., spread	.40
9 to 11 ins., spread	.30
5,000 or 6,000 to sell; next year, very few. Bare-root Pfitzers transplant like weeds in early spring. Hardly any ever die. In 2 years you have a big one.	
Pfitzer Juniper	
6 to 8 ins., bands	.14½
8 to 10 ins., bands	.20
Not necessary to unpack on arrival. They will keep in the crates indefinitely.	
Andorra Juniper	
6 to 8 ins., bands 2-yr.	.14½
Andorra never have sold well B&B. Pot these in tin cans and watch them go for low porches, windows and foundations. They will be hot after this item.	
Spreading Japanese Yew	
2-yr., 6 to 8 ins., bands	.20
Never had such big ones before.	

SHRUBS

Chinese Privet , Wayside Gardens Strain	
6 to 12 ins.	.03½
Evergreen in zone 5. Fast grower in tin cans.	
Forsythia Spring Glory	
8 to 14 ins.	.04
You can plant your shrubs 8 ins. apart in the row and they grow like weeds. All our shrubs have unbelievably heavy root systems due to too much propagation.	
Regel's Privet	
8 to 10 ins.	.03½
This wide-spreading, beautifully leaved plant, when untrimmed, is covered with white flowers of heavenly fragrance. Unlike the rest of us, it blooms but once a year.	
Spiraea freebelli	
4 to 6 ins.	.03½
Tremendous mass of roots on these little plants. Wonderful red leaves in autumn. If trimmed only a little, it blooms all summer.	

BROAD-LEAVED

Euonymus coloratus	
6 to 10 ins.	.03½
This useful plant in easy to come by. At this price you can't lose.	
Pyracantha laalandii	
5 to 6 ins.	.05
A have-to case in cans or pots. It transplants reluctantly.	

PERENNIALS

Carnation Crimson King	
For No. 0 Cloverset pots this spring. Everblooming.	
Hardy Verbena . Another good seller for pots.	
All prices are at 1000 rate on order totaling 300 or more. Less than 300, add 2c per plant.	

McININCH GREENHOUSES
ST. JOSEPH, MO.

REMEMBER SHERMAN'S for . . .

- Alpine Currant
- Hydrangea P. G.
- French Lilacs
- Snowball
- Shade Trees
- Evergreens
- Phlox
- Peonies
- Plum Seedlings
- Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.



TAXUS
is our specialty.
Bed stock—Liners
Finished—Specimen.
Send for List

EAGLE CREEK NURSERY CO., NEW AUGUSTA, IND.

source of new customers than friends of good friends one already has.

STOCK IN CONTAINERS

Closing the Connecticut short course, Powers Taylor, of Rosedale Nurseries, Eastview, N. Y., talked about "Growing Stock in Containers." He began by saying that we should not use the term "can," in referring to container-grown stock, since considerable improvements have been made from the rusty, untreated, potentially dangerous cans first used to a more attractive container. He believes that container-grown stock probably can do more for our industry than anything which has come along in the past few years. Since, as a nation, we are becoming increasingly package-conscious, the nursery industry, which possibly has been backward in this respect, now has a real opportunity to grow. Mr. Taylor continued by describing some of the newer-type containers, some of which have removable bottoms, and a preceding one which was crimped.

Mr. Taylor pointed out that the ultimate goal in the nursery business has to be the sale of nursery stock, and in order to stimulate sales and receive a fair share of today's available dollars, the industry has to come up with something more attractive that the customer will buy without too much hesitation. Using container-grown stock, we can stimulate sales that we never had a chance to make before and purchases that the customer did not expect to make. Container-grown stock has several advantages, one being that it lends itself to quick sale. Another is its attractive appearance. In addition to metal containers, other products are being packaged in waxed cardboard ones, which might be adapted to nursery use.

Regarding the display of container-grown stock, Mr. Taylor remarked that it must be placed on tables or benches where prospective customers can see it close at hand. In this way, a relatively small plant will look quite large and seem relatively inexpensive to the prospective customer. It will look good to him and it will still be a good plant for him. One of the biggest advantages of container-grown stock is that it enables nurserymen to sell plants at seasons when normally they could not be handled. One example of this is being able to sell lilacs when they are in budded leaf, rather than in March, when they are just a bundle of sticks. Containers make this possible with absolutely no risk of fail-

NORTHERN-GROWN Quality Stock

3-yr. Seedlings

Colorado Blue Spruce	Per 100	Per 1000
4 to 6 ins.	\$3.50	\$30.00
Black Hills Spruce		
4 to 6 ins.	3.50	30.00
Norway Spruce		
4 to 8 ins.	3.50	30.00
American Arborvitae		
4 to 8 ins.	3.50	30.00
White Pine		
6 to 8 ins.	3.50	30.00

2-yr. Seedlings

Colorado Blue Spruce	2 to 4 ins.	25.00
Black Hills Spruce	2 to 4 ins.	3.00
Mugho Pine (Dwarf Tyrolean)	2 to 3 ins.	3.00
Scotch Pine, Riga	2 to 4 ins.	2.50
Ponderosa Pine	2 to 5 ins.	2.50
Austrian Pine	2 to 4 ins.	3.00
Norway Spruce	2 to 5 ins.	25.00
American Arborvitae	2 to 4 ins.	2.50
Douglas Fir, Snowy Mt.	2 to 8 ins.	3.50

Transplants

Colorado Blue Spruce	3-2	3-2
6 to 8 ins.	15.00	120.00
4 to 6 ins.	12.00	100.00
Norway Spruce		
6 to 8 ins.	10.00	90.00
White Spruce		
10 to 12 ins.	12.00	100.00
8 to 10 ins.	10.00	90.00
Balsam Fir		
6 to 8 ins.	12.00	100.00
American Arborvitae		
12 to 15 ins.	18.00	150.00
10 to 12 ins.	15.00	120.00
6 to 10 ins.	10.00	80.00
Mugho Pine (Dwarf Tyrolean), sheared, 4 to 5 ins.	18.00	150.00
Select		25.00

Write for price on 10,000 lots Colorado Blue Spruce and American Arborvitae, 2-yr. and 3-yr. seedlings.

Strict Grade. Well Packed.

J. R. PALMER & SON
BLACKDUCK, MINN.

SPRING, 1956

Fruit trees, shrubs, shade trees, ornamental trees, evergreens, taxus and small fruit plants. A few items in large quantity.

- Almond Pink
- Barberry, Mentorensis
- Beauty Bush
- Cotoneaster Divaricata
- Euonymus Patens
- Euonymus Erectus
- Flowering Crab Apple
- Forsythia
- Honeysuckle Bush
- Japanese Red Quince
- Philadelphus Virginica
- Privet, Amur River North
- Privet, Regel's True Type
- Viburnum Dentatum
- Viburnum Sterilis
- Weigela Rosea
- White Kerria (Rhodotypos)

C. M. HOBBS & SONS, INC.

BRIDGEPORT, IND.
Established 1875

WELLER'S PERENNIALS

With That Wonderful Root System

Headquarters for

HARDY MUMS AND PHLOX

Ask for our Perennial Catalog.
WELLER NURSERIES CO., INC.
Leading Perennial Growers
HOLLAND, MICH.

ure. Using containers also reduces the problem of plant loss through wrong care given by the buyer.

CENTRAL ILLINOIS GROUP

The Central Illinois Horticulture Association, with headquarters in the Glen Oak park pavilion, Peoria, re-elected all last year's officers at its annual election March 1. Renamed were: G. C. Sutton, Sutton Nursery, Peoria Heights, president; C. S. Ingels, Home Nursery, La Fayette, vice-president; George W. Camp, Peoria, treasurer, and Kenneth Best, Peoria, secretary. A 3-man board of directors was also elected for a 1-year term.

During the business period after the election of officers, plans were made for the purchase of association seals in decalcomania form for use on members' trucks and cars.

The association is contracting for a series of advertisements in the Peoria newspapers. In addition to listing the names of participating members, the advertisements will contain a pledge of strict adherence to the principles of honesty and integrity in all business transactions. In connection with these advertisements, mimeographed forms containing a complete list of member firms, together with the services rendered by each, has been prepared. These forms will be mailed to persons accepting an invitation to obtain such complete listings from association headquarters.

PRESIDENT'S CHERRY TREES

When President Eisenhower returns to his farm at Gettysburg, Pa., in the summer of 1957, he will be able to pick and eat cherries from Ohio trees. Two sweet and two sour cherry trees from Clyde Nursery Co., Clyde, O., are on their way to the farm, where they will be planted with 36 trees from nine other cherry-producing states, including Michigan, New York, Pennsylvania, Wisconsin, Colorado, West Virginia, Utah, Washington and Oregon. All the trees are being shipped to the Adams County Nursery & Fruit Farm, at Aspers, Pa., which will plant them.

The presentation of the acre cherry orchard to the President is being jointly sponsored by the National Red Cherry Institute and the National Cherry Growers' Council. When the trees have all been planted, a formal presentation ceremony will be held with representatives on hand from the 10 states making the donation.



ARBORVITAE

These quality liners will develop into B&B specimens in a very short time. Planted in 12-in. rows, 12 ins. apart, they have developed into really fine liners. Could also be potted up for cash-and-carry sales.

	Each	Each
	Per 100	Per 1000
DARK GREEN (Nigra)		
6 to 9 ins.	\$0.40	\$0.35
9 to 12 ins.	.45	.40
12 to 15 ins.	.50	.45
15 to 18 ins.	.65	.60

SIBERIAN (Wareana)

6 to 9 ins.	.40	.35
9 to 12 ins.	.45	.40
12 to 15 ins.	.50	.45



No packing charge.

Mailing Address:

P. O. Box 1747

MILWAUKEE, WIS.

HEMEROCALLIS

	Per 10	Per 100
Hyperion	\$2.50	\$20.00
J. A. Crawford	2.50	20.00
Mrs. W. H. Wyman	2.50	20.00
Leonian Hybrids	2.50	20.00

Write for quantity quotations.

KINGWOOD NURSERIES MENTOR, O.

DWARF BLUE-LEAVED ARCTIC WILLOW

(*Salix Purpurea Nana*)

Beautiful new hedging shrub for all northern localities. Will thrive in practically any type of soil. Has fine-cut, bluish leaf and makes spectacular low-to-medium hedge. Should have full sun to develop to maximum attractiveness.

	Per 100	Per 1000
Cutback liners	\$ 6.00	\$ 40.00
9 to 12 ins., 1-yr.	12.00	100.00
12 to 15 ins., 1-yr.	15.00	125.00

BEARDSLEE NURSERY PERRY, O.

Connecticut Short Course

Cash-and-Carry Selling

Reported by Kenneth A. Bradley

One feature of the recent Connecticut short course was a panel discussion entitled "Cash-and-carry Selling." The three speakers were Peter Costich, of Hicks Nursery, Westbury, N. Y.; William Vittner, of Vittner's Nursery, Manchester, Conn., and Ralph Foster, of Planters Barn, Darien, Conn.

Mr. Costich opened the discussion by speaking on "Cash-and-carry Selling from a Nursery." He introduced his remarks by saying that retail selling has been part of his company's business for 103 years, with retail cash-and-carry selling having been carried on for about 50 years. He feels that the retail cash-and-carry business in the east, at any rate, has been a somewhat neglected part of the nursery industry. He proceeded to present a percentage breakdown of the costs and profits for a hypothetical volume of business for a cash-and-carry outlet, where no servicing, delivery or landscape planning would be done.

In discussing the planning necessary to cash-and-carry nursery business, Mr. Costich first mentioned the topic of market determination. The nurseryman must determine whether he is looking for a mass or volume market, a midprice market or a quality market. Next Mr. Costich mentioned sales help, which he considers the most important part of a selling operation. Since his company's policy was changed so that only graduates from Farmingdale or other allied schools have been hired, the sales in his department have risen from about 14 per cent to 49 per cent of the company gross. This has been in a period of three years, in a rapidly expanding market.

In discussing a company's location in relation to its market, Mr. Costich remarked that actually the cost of setting up a retail location is negligible in the sense that it returns to you the value of the thought you give to the location.

In commenting upon sales records, Mr. Costich said that his company keeps and analyzes a complete record of all sales. It knows what is sold each day, the size in which it is sold and how sales correlate with the weather, national or local holidays and other special days, such as elections. Since analyzing this informa-

tion, Hicks has changed the growing inventory and the buying inventory, the display methods and the employee timing. This has enabled the firm to use sales personnel more efficiently, since salesmen help in preparing orders in the field when they are not needed in the sales area.

Mr. Costich mentioned inventory as being one of the big problems which all nurserymen face. It should be determined by the market one wishes to reach. He believes that his company carries an unusually wide range of plants in approximately three sizes. It grows 95 per cent of what is eventually sold and digs to keep in inventory materials in varieties on a 10-day demand basis.

If a nurseryman were to buy in, instead of growing his own stock, he would not be able to inventory so few numbers.

Concerning an inventory on allied lines, Mr. Costich recommends carrying only one line of spray chemicals, fertilizer, grass seed, peat moss or other allied products. Hicks' tries to find one line that sells best and stick to it. The advantages inherent in this system are that one will sell enough of the one brand to get into a more advantageous discount range; there is simplicity in billing and ordering, with only one vendor, and inventory problems are simplified.

Even though a nurseryman oper-

TEUCRIUM CHAMAEDRYS

Attractive evergreen hardy border plant for edging walks and gardens. Foliage resembles English boxwood.

WELL-ROOTED CUTTINGS

\$5.00 per 100 \$45.00 per 1000

	Per 100	Per 1000
Top-size field plants	\$18.00	\$150.00
Medium-grade field plants	12.00	100.00

BEARDSLEE NURSERY
PERRY, O.

FOR SPRING, 1956

<i>Euonymus alatus</i>	
24 to 30 ins., B.R. ....	.31
24 to 30 ins., B&B	1.50
30 to 36 ins., B.R.	1.50
30 to 36 ins., B&B	2.00

Euonymus alatus compactus

18 to 24 ins., B.R.	1.15
18 to 24 ins., B&B	1.50
24 to 30 ins., B.R.	1.40
24 to 30 ins., B&B	1.75

Euonymus carrierei erecta

12 to 15 ins., B.R. ....	.35
12 to 15 ins., B&B ....	.60
15 to 18 ins., B.R. ....	.50
15 to 18 ins., B&B ....	.75

WADE & GATTON NURSERIES
BELLVILLE, O.

For the finest in —

NURSERY-GROWN SEEDLINGS

Write —
Forrest Keeling
Nursery
Elberry, Mo.
Hugh Stevenson, Prop.

MISSOURI
GROWN
IS HARDY...

LINING-OUT and FINISHED STOCK

Ask for List

**THE
COTTAGE
GARDENS**

Our 32nd Year

Nick I. W. Kriek—Harold E. Hicks
LANSING 17, MICH.



scarff's Nursery

EVERGREENS

	Per 1000
Arborvitae, American Dark Green, 10 to 15 ins., T.T.	\$250.00
Bioa orientalis, 15 to 18 ins., T.T.	125.00
Juniper, Andorra, 9 to 12 ins.	200.00

FRUITS

Raspberry Plants, 1 and 2-yr.	
Black — Purple — Red	
Blackberries — Thornless Boysenberry	
Red Currants — Grapevines	
Blueberries — Large, imported varieties, 3-yr., 18 to 24 ins.	

RHUBARB ROOTS

Each	Each	Per 1000
100	1000	Rate
Chipman's Red, No. 1 Div.	\$0.27½	\$0.25
Valentine All Red, No. 1 Div.	37½	.35
Victoria Red, No. 1 Div.		
(Excellent commercial red strain)	.18	.15
Linnæus, whole roots,	.05½	.04½
Linnæus, whole roots, 2 ins. and up	.12	.10

SPECIAL

200 Apricots — Hungarian and hardy northern, large, 2-yr., 1-in. cal., \$75.00 per 100.

LINING-OUT STOCK

	Per 1000
Calycanthus floridus, 12 to 18 ins., S.	\$ 60.00
Euonymus alatus, 2-yr., 6 to 9 ins., S.	150.00
Euonymus alatus compactus, 2-yr., 3 to 4 ins., C.	120.00
Euonymus yedoensis, 2-yr., 6 to 9 ins., T.	125.00
Forsythia Lynwood Gold, 9 to 12 ins., C.	150.00
Forsythia spectabilis, 12 to 24 ins., C.	100.00
Kolkwitzia amabilis, 12 to 18 ins.	150.00
Kolkwitzia amabilis, 2-yr., 18 to 24 ins., T.	200.00
Lonicera zabeli, 10 to 12 ins., C.	75.00
Lonicera zabeli, 12 to 18 ins., C.	100.00
Rhodotypos kerrioides, 9 to 12 ins., S.	75.00
Rhus cotinus, 6 to 9 ins., S.	95.00
Rhus cotinus, 9 to 12 ins., S.	115.00
Viburnum burkwoodi, 9 to 12 ins., S. T.	200.00
Viburnum wrighti, 6 to 12 ins., S.	85.00

SHRUBS AND TREES

	Each	100 Rate
Calycanthus floridus, 24 to 30 ins.	\$0.50	
Garryopteris incana (Blue Mist), No. 1.	.30	
Cornus mascula, 2 to 3 ft.	.50	
Cornus mascula, 3 to 4 ft.	.65	
Cotoneaster divaricata, 2 to 3 ft.	.75	
Deutzia lemn. compacta, 18 to 24 ins.	.45	
Euonymus carrierei and E. Newport, 18 to 24 ins., B&B	1.25	
Forsythia, Arnold's Dwarf, 15 to 18 ins.	.40	
Forsythia Lynwood Gold, 3 to 4 ft.	.50	
Forsythia spectabilis, 3 to 4 ft.	.45	
Hamamelis vernalis, 2 to 3 ft.	.50	
Hydrangea paniculata, 18 to 24 ins.	.40	
Hypericum kalmianum (Pot O' Gold), 15 to 18 ins.	.40	
Kolkwitzia amabilis, 36 to 42 ins.	.45	
Lonicera zabeli, 3 to 4 ft.	.50	
Ligustrum, Regal's, 18 to 24 ins.	.35	
Ligustrum Vicary Golden, true type, 2-yr., 10 to 15 ins., field	.35	
Malus Almey, best red	2.00	
Mountain Ash, European, 8 to 10 ft.	2.50	
Philadelphus grandiflorus, 3 to 4 ft.	.50	
Philadelphus virginicus, 2 to 3 ft.	.45	
Prunus tomentosa, 2 to 3 ft.	.50	
Prunus tomentosa, 3 to 4 ft.	.60	
Rhus cotinus, 18 to 24 ins.	.50	
Rhus cotinus, 3 to 4 ft.	.75	
Spiraea prunifolia, 36 to 42 ins.	.45	
Spiraea vanhouttei, 3 to 4 ft.	.40	
Snowberry, white, 3 to 4 ft.	.40	
Tamoxia Summer Glow, 3 to 4 ft.	.45	
Viburnum lanata, 2 to 3 ft.	.50	
Viburnum lantana, 2 to 3 ft.	.40	
Willow, French Caprea, 3 to 4 ft.	.40	

SCARFF'S NURSERY, INC. — NEW CARLISLE, O.

Send for Complete Trade List of Fruits—Ornamentals—L. O. Stock

HEMLOCKS

Heavy, sheared and tailed out.

3½ to 4 ft.	\$ 5.50
4 to 4½ ft.	6.50
4½ to 5 ft.	8.50
5 to 6 ft.	12.00
3½ to 4, hedging	4.50

ROBT. L. WADE LANDSCAPE CO.

Phone: 3471 BELLVILLE, O.

PERENNIALS

Nursery Grade and Liners
Lythrum Morden Gleam
Lythrum Morden Rose
Phlox subulata White Delight
Phlox subulata Miss Snow
Heuchera, selected red
Early-Flowering Mums
New Minnesota Mums, Wanda and Mesabi

Send for Complete List

PERKINS
PLANTS
PLEASE

PERKINS BROS.
ST. PAUL 6, MINN.

VICARY PRIVET

Lovely golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

Liners in 2-in. pots \$2.00 \$18.00 \$150.00
 Rooted cuttings, April delivery.
 \$10.00 per 100; \$80.00 per 1000.

BEARDSLEE NURSERY PERRY, O.

NORTHERN-GROWN STOCK

Evergreen Liners
 Bleeding Hearts
 Ornamental Shrubs
 Fruit Trees
 French Lilacs
Philadelphus Minnesota Snowflake
 (Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES ST. PAUL 6, MINN.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO. ONARGA, ILL.

ARMINTROUT'S EVERGREEN NURSERY

ALLEGAN, MICH.
 Seedlings—Transplants
 Finished Stock
 Send for price list.

ates in a highly competitive retail market, Mr. Costich feels that price cutting is unnecessary, if one's material is priced fairly. No one should sell damaged plants. In describing his salesyard, the speaker said that it includes a large lath area, as well as concrete block beds, in which are carried stock of the smaller sizes or that grown in containers. The jobs in the sales area are divided among the salesmen, one being responsible for the lath house, others for the frames, tool shop, sales office, fertilizer room and so on. Delegating and fixing responsibility in this way makes one man responsible for each section. Mr. Costich cautioned that nurserymen are selling a living, animate object and that it will look only as beautiful as the care it receives and the objects which surround it in the salesyard. Nurserymen must always keep their salesyards clean and attractive.

Customer Service

In discussing customer service, Mr. Costich explained that his company has a secretary-receptionist on duty in the sales office at the peak of the season and also a retired gardener who acts as an information giver. The maximum age of the six to nine trained salesmen is about 34. The

QUALITY STOCK

Quercus palustris (Pin Oak)

2 to 3 ft.	\$0.50
3 to 4 ft., br.	.75
4 to 5 ft., br.	1.00
5 to 6 ft., br.	1.50
6 to 8 ft., br.	2.00
1 to 1½-in. cal.	5.00

Phitser Juniper

15 to 18 ins.	2.00
18 to 24 ins.	2.50
24 to 30 ins.	3.00
30 to 36 ins.	3.50

English Privet, 3-yr., 2 to 3 ft., 20c each.
Samples on request.

Phone: 32161

PAUL'S NURSERY

R. D. 3, SHELBY, OHIO



Hardy Northern-Grown Stock at WHOLESALE

JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

company tries to use and develop the abilities of the salesmen by having discussion sessions with them every week to consider such items as sales techniques, paper problems or the display and handling of merchandise. It is felt that the slight added cost to the company of time spent in this way is well worth it. About 40 per cent of the salesmen's time is spent in selling, the remainder being used in the nursery operation. Mr. Costich's cost of selling runs a little less than 10 per cent of the department's gross, which is considered to be a low figure, and he hopes to lower it further as the volume of business increases, the number of employees remaining static. Employees are retained on a year-round basis, which he feels is the only way to keep trained help.

Mr. Costich divides advertising into two types, the first aimed at a volume market and the second aimed at a quality market. The former one should stick to price advertising; that is, banner advertising with loss leaders, price cuts and similar devices. However, price should never or rarely enter into the advertising for the quality market. Direct mail, rather than newspapers, has proved the better medium for the latter type of advertising, as an example of which Mr. Costich cited his company's success with its Christmas mailing brochure. After describing this brochure in some detail, Mr.

Costich concluded by saying that he hoped the things he had mentioned would help in giving an over-all picture of some sales operations that have proved helpful to him and would show that paper work is not useless. He also noted that some of the best ideas for increasing sales had come from their own salespeople, who, in addition to their own training, spend time visiting other companies. "The day we can't learn from someone else," said Mr. Costich, "is the day we'll be out of business."

The second speaker was William Vittner, of Vittner's Nursery, Man-

ENGLISH IVY

from 2½-in. pots.

Per 100

\$8.00

Per 1000

\$75.00

Ready for immediate delivery.

R. H. MURPHEY'S SONS CO.

URBANA, O.

RED BARBERRY

Berberis thunbergii atropurpurea

Per 10 Per 100

12 to 15 ins., heavy.....\$3.25 \$27.50

15 to 18 ins., heavy.....3.75 32.50

Write for quantity quotations.

KINGWOOD NURSERIES MENTOR, O.

chester, Conn., who spoke on "The Problems of Establishing a Retail Garden Shop." Mr. Vittner chose nine points as worthy of consideration for the nurseryman wishing to establish a new shop. The first of these he cited was the location. He

cautioned against a hasty decision in this matter. Mr. Vittner believes that probably 90 per cent of a shop's business comes from a radius of 20 miles; therefore, it is not necessary to locate the shop on a heavily traveled road. It is necessary to choose a site with room for expansion and one which is properly zoned for the type of business one wishes to conduct.

Next, Mr. Vittner advised taking time to visit as many other garden shops as possible, talking to the owners and looking for such things as the parking area, size of building, displays of merchandise, greenhouse, lath house, signs, light, heat, etc. Mr. Vittner then recommended hiring an architect who should be allowed to take over, after the owner has given him all his ideas, and plan the type of structure which will be suited to the owner's needs. The architect also will be familiar with building codes and zoning regulations and can save the owner much later trouble.

Parking Area

In considering a prospective parking area, Mr. Vittner stated that when one is located on a state road, the state governs his approaches, the size of the lot determining the size of the approaches. The drives leading into the garden center should be just as large as possible in order to keep traffic flowing freely. Mr. Vittner recommends setting the sales building back 90 to 100 feet from the street if possible, so that there will be ample parking area and also room to display merchandise in front of the building, where it may be seen by passing traffic. Much careful planning also must be done inside the store so that no waste space will result. Doors, windows and display counters should be placed as advantageously as possible.

In arranging a lath house, Mr. Vittner observed that most of the future income would be derived from sales of evergreen materials under lath; therefore, aisles should be arranged so that when customers enter, they have to walk through the entire lath area and thus have an opportunity to observe all the merchandise.

On the subject of cinder block beds filled with peat or sawdust for heating in B&B stock, Mr. Vittner was not enthusiastic. If one has a competent man to water and care for B&B stock, he believes it safely can be displayed on top of the ground.

In discussing purchasing, Mr. Vittner remarked that it was one of the most difficult parts of a business enterprise for a beginner. He recommended setting up a goal, doing as much advance planning as possible



These frame-grown Thorndale Ivies have been cut back to about 8 inches and are ready to branch out and develop into bushy specimens. Vigorous, fibrous root system eliminates transplanting losses and assures rapid growing-on.

NEW SUB-ZERO EVERGREEN IVY Special Strain Stands 20° Below Zero

THESE SUB-ZERO ENGLISH IVIES (*Hedera Helix*), with their glossy evergreen leaves, are the descendants of a remarkably hardy parent plant which has withstood 28 Chicago winters without protection.

THORNDALE IVIES are strong, vigorous growers. Excellent climbers and equally wonderful ground cover plants. Clean, compact, easy to handle, they are profitably sold either as evergreen climbing vines or ground covers for shady or sunny places.

Now, for the first time, we are able to offer bare-root plants which are priced to be recommended and sold in quantities for mass plantings by nurserymen, landscape architects and contractors. Packed in plastic wrapping, they are a natural for garden centers and catalog houses.

Wholesale Prices

Strong, healthy plants from 2 1/2-in. rose pots or 2-in. plant bands.

POTTED PLANTS

\$25.00 per 100 in lots of 250 or more
\$30.00 per 100 in lots of 50 or less than 250

Minimum Order: 50 plants

BARE-ROOT PLANTS

\$15.00 per 100 in lots of 250 or more
\$17.50 per 100 in lots of 100 or less than 250

Minimum Order: 100 plants



WOODSTOCK • ILLINOIS

Growers of Thorndale Ivies and other hardy vines and ground cover plants.

• Orders are booked and shipped according to date received. Terms are cash with order unless credit has been established. All prices F.O.B. Woodstock, Ill.

Write to:

THORNDALE FARM NURSERY
WOODSTOCK, ILL.

Specimen Landscape

Materials

Our Specialty . . .

TAXUS



W. A. NATORP CO.

4400 READING ROAD
CINCINNATI 29, OHIO

Visit our nurseries when in Cincinnati

TRANSPLANTS

4-yr., Northern-Grown
Per 100 Per 1000

Colorado Blue Spruce

6 to 8 ins. \$15.00 \$120.00
4 to 6 ins. 12.00 100.00

American Arborvitae

12 to 15 ins. 18.00 150.00
10 to 12 ins. 15.00 120.00

8 to 10 ins. 10.00 80.00

Balsam Fir

6 to 8 ins. 12.00 100.00
3-yr. Colorado Blue Spruce, 4 to 6

ins., and American Arborvitae, 4 to 8
ins., seedlings.

Write for prices on 10,000 or more.

J. R. PALMER & SON
BLACKDUCK, MINN.

EUONYMUS RADICANS ERECTUS



Broad-leaved Evergreen of
many uses

- Landscape Shrub
- Quality Hedge
- Ideal for Canning
- "Filler" Shrub
- Cash-and-carry Sales
- Window Box Item

Small-leaved; broad, upright, dense growth; dwarf habit. Selected strain of the best quality.

Wide range of sizes

	100	1000
rate	rate	rate
2-in. pot	17c	15c
9 to 12 ins., 3-yr., TT	40c	35c
12 to 15 ins., 3-yr., TT	45c	40c
15 to 18 ins., 3-yr., TT	70c	65c
18 to 24 ins., 4-yr., TT	90c	85c

Bare root only

Ready for immediate shipment.
Minimum quantity: 100 pots or
50 B.R. shrubs, please.

THE BERRYHILL NURSERY CO.
P. O. Box 696 SPRINGFIELD, O.

AZALEA

2-yr., bedded, TT.

MOLLIS, seedlings

\$25.00 per 100; \$225.00 per 1000

MUCRONULATA, seedlings

\$30.00 per 100; \$275.00 per 1000

KINGWOOD NURSERIES
MENTOR, O.

Your Best Buy In

ILEX

Hetzi — Rotundifolia

Compact, sheared.

Per 100 Per 1000

6 to 8 ins.	\$30.00	\$250.00
8 to 10 ins.	40.00	350.00

GERARD K. KLYN, INC.
MENTOR, O.

and making a purchasing plan. This purchasing plan might be in the form of a chart made up of the percentages to be sold of various items. He suggests caution in introducing allied lines, until it can be determined how they are going to sell. Remembering that people want different items in different localities, a beginner must not overorder in any one item until he has had a chance to find out what people will buy. Mr. Vittner also recommends buying plants from a reliable source, because one is going to have to stand behind the product and one is trying to build up customer confidence. Once this confidence is attained, customers will take the nurseryman's advice on products which he recommends. Mr. Vittner's final remarks concerned advertising. Using a few brand names, since they already are known to the public, may save the beginner some costs, but, in general, the beginning nurseryman probably needs to do a little more advertising than an established outfit.

Garden Shop Selling

The final speaker was Ralph Foster, of Planters Barn, Darien, Conn., whose topic was "Retail Selling from an Established Garden Shop." Mr. Foster gave a personal and amusing account of his experiences in establishing his business, which has been in existence for five years. He said that he did not grow anything; so the problem is to buy material at low enough prices and sell it at high enough prices, while keeping overhead down, to make a profit.

In this regard, he recommended keeping accurate records as a way of learning what mistakes one has made and being able to profit from those mistakes. In discussing sources of merchandise, Mr. Foster has found that it is wise to consolidate buying from a few people. When one is fortunate enough to have found a good product from a nearby source, it is wasteful to shop around hunting for a bargain. Two advantages of dealing with one supplier are that a buyer becomes a better customer, so that the supplier is willing to extend credit when unpredictable circumstances make such a procedure necessary, and some bookkeeping is eliminated.

One must watch the perishability of stock and determine whether it can be kept in the salesyard for a possible two months or more. A nursery sales establishment must back up its merchandise and be responsible for things that go wrong; so an important part of selling is teaching customers how to plant the

AN EXTRA SALESMAN

How would you like to put on an extra salesman during conventions and busy selling seasons, without the task of searching for a man qualified for the job or the expense of maintaining him on the payroll at other times?

You can do it by using the advertising columns of the American Nurseryman to carry your offers of stock.

Try it — now!

Advertising rates on request.

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

MIST PROPAGATION

For Inside Use

Monarch H261

Fine mist, Low GPH

10 to 24.....	\$2.00
25 to 50.....	1.75

For jets, information or advice, write:



J. S. WELLS
49 Daniels Ave.

RUTHERFORD, N. J.

SMALL FRUIT PLANTS

Grapes

Currants

Berry Plants

Write for Wholesale Price List

FOSTER NURSERY CO., Inc.

69 Orchard St. FREDONIA, N. Y.

CHINESE CHESTNUTS

Seedling-grown

Per 100 Per 1000

Seedlings	18 to 24 ins.	\$ 25.00	\$ 200.00
	2 to 3 ft.	30.00	275.00
	3 to 4 ft.	40.00	350.00

Transplants

2 to 3 ft.	45.00	400.00
3 to 4 ft.	55.00	500.00
4 to 5 ft.	70.00	650.00
5 to 6 ft.	90.00	800.00
6 to 8 ft.	125.00	1000.00

FAIRVIEW EVERGREEN NURSERIES

FAIRVIEW, Erie Co., PA.

**BESTURF
BRAND**

MEYER

Z-52 ZOYSIA

Round Grass Plugs

"The World's Finest Lawn Grass"

grown and sold by
PLEASANT VIEW NURSERIES
(Turf Division)
Peters Road, Troy, Ohio, Phone 27094

APR
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plan

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stock and also how to take care of plants purchased.

Purchasing

In making purchases for his sales yard, Mr. Foster has found that it hardly ever pays to buy more than one originally, in his own mind, wanted to buy. Succumbing to high-pressure salesmen, although they may give up to 10 per cent discounts, does not make it worth the risk of not selling the stock.

Mr. Foster has found the rule of three a good guide and a satisfactory procedure in trying to sell new or uncertain items. If applied to a new shop, when just opening, using the rule of three enables one to buy more stock (four times as much with a given amount of capital) and thus be a more complete shopping center. It allows a bigger profit on limited capital and enables one to break even or a bit better on any item, if it happens to prove to be slow. This all makes for turnover, which is going to mean more toward profits than practically anything else.

Mr. Foster has found from experience that it never pays to hold stock which does not sell quickly, even in the case of specimen nursery stock. He illustrated this point with the story of an *Ilex opaca* which he grew awhile only to have it die when it finally was transplanted.

After the individual remarks of the three panelists, the audience and the panel members carried on a lively question and answer period, with nurserymen from the floor adding opinions and anecdotes suitable to the topic under discussion.

DES MOINES FLOWER SHOW

The second Des Moines, Ia., flower show was held February 18 to 26 in the new Veterans' Municipal auditorium and attracted 17,500 visitors. The flower show is held in conjunction with the local builders' show and is financed by the builders. Des Moines florists grow the flowers exhibited.

For the second show as for the first, Robinson & Parham, Des Moines landscape architects and nurserymen, designed and constructed the flower show display, consisting of four large gardens covering over a half acre, with 18,000 flowers, 200 evergreens and 8,000 square feet of sod.

LESTER L. ROOT, 224 Summit street, Wadsworth, O., is starting in the retail nursery business, calling his enterprise Root's Evergreen Nursery.

BARGAIN PRICES

Clearing new blocks of plants at ERNST NURSERIES, EATON, OHIO.

HEAVY SHEARED, vigorous carefully grown stock. 15 per cent discount to those who will dig own stock. Personally inspect these plants.



EVERGREENS

<i>Taxus cuspidata</i>		Pyramidal Arborvitae	
15 to 18 ins.	\$3.25	2 1/2 to 3 ft.	\$1.50
18 to 24 ins.	4.00	4 to 4 1/2 ft.	2.50
24 to 30 ins.	5.00		
<i>Juniperus hetzi</i>		<i>Elegantissima</i> Arborvitae	
12 to 15 ins.	1.35	18 to 24 ins.	1.50
15 to 18 ins.	1.50	2 1/2 to 3 ft.	2.00
18 to 24 ins.	2.25	3 to 4 ft.	3.00
<i>Juniperus pfitzeriana</i>		<i>Woodward Globe</i> Arborvitae	
12 to 15 ins.	1.35	12 ins.	1.00
15 to 18 ins.	1.50		
<i>Juniperus burki</i>		<i>Siberian Globe</i> Arborvitae	
2 to 2 1/2 ft.	2.25	18 to 24 ins.	1.50
2 1/2 to 3 ft.	2.75	24 to 30 ins.	2.25
		<i>Golden</i> Biotia	
		12 to 15 ins.	1.25
		15 to 18 ins.	1.50
		18 to 21 ins.	1.75

Taxus cuspidata 15 to 18 inches and the *Siberian Globe* Arborvitae are at nursery in Muncie, Indiana. Also have general line of shrubs and trees for the landscape gardener.

ERNST, INC.

P. O. Box 648

MUNCIE, IND.

SURPLUS SHRUBS

	Per 100
200 <i>Berberis thunbergii atropurpurea</i> , 24 to 30 ins.	\$32.50
150 <i>Caryopteris Blue Mist</i>	30.00
1000 <i>Euonymus coloratus</i> , 12 to 18 ins. (\$175.00 per 1000)	20.00
300 <i>Euonymus vegetus</i> , 12 to 15 ins.	65.00
300 <i>Euonymus vegetus</i> , 15 to 18 ins.	75.00
500 <i>Ligustrum ovalifolium</i> , heavy transplants, 2 to 3 ft.	15.00
300 <i>Potentilla Gold Drop</i>	60.00
500 <i>Salix discolor</i> , 2 to 3 ft. (\$27.50 per 1000)	30.00
500 <i>Salix discolor</i> , 3 to 4 ft. (\$32.50 per 1000)	35.00
800 <i>Salix purpurea nana</i> , 2-yr., T. (\$16.00 per 1000)	18.00

KINGWOOD NURSERIES

MENTOR, O.

Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation
Telephone 2689 GENEVA, N. Y.

FRUIT TREES

True-to-name, disease-free, large fibrous root systems.

Peach, Apple, Plum, Pear, Apricot.

WORLEY'S NURSERIES
YORK SPRINGS, PA.

THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

THE 4-H CLUBS

It is always a good idea to approach any long-range goal through the youth of a nation. If one wishes to interest people in plants and growing things, the problem may be solved if children can be interested.

I have always been interested in youth, having given a good many years to boy scout and sea scout work and also having helped to organize a successful high school Saturday night recreation program through the local P. T. A. I have talked to school children about plants and gardening, but have never paid much attention to the existence of 4-H Clubs.

Several months ago my 12-year-old son Mike joined one of these clubs and decided to raise a pig. Naturally the aims, work and programs of the clubs came closer home. In addition, Mike dragged me to the father-son banquet, where I got a much better idea of how successful the clubs are. But the thought that struck me most was that here is one place where the nurseryman is missing a real bet.

4-H Membership

The 4-H Clubs are made up of many neighboring units of both boys and girls. While the clubs are largely rural, they are also found in most small towns and are even entering cities, or at least suburban areas. The clubs are under the direction of county agents and are jointly adult sponsored by them and another in the neighborhood. The boys and girls interest themselves in health, citizenship, social fun and farm and home projects. If local enthusiasm is any basis for judgment, there were over 300 youths at the banquet I attended, and the interest in their work was keen.

Other industries have apparently seen for a long time that there are golden opportunities in sponsoring and encouraging these boys and girls. The farm machinery people, the different livestock-breeding associations, the fertilizer manufacturers, the grain and seed houses and the banks all have sponsoring programs offering prizes and other encouragement to the boys and girls in their projects.

I could not help thinking that the

nursery business should be a natural field for these youths, and I have never heard of nurserymen's doing anything about it. Fruit growers may have, but there has not been much publicity about it.

Interest in Plants

There are many ways in which these boys and girls could be interested in plants. I had an opportunity to talk to the local leader and inquired if he thought the girls might be interested in a contest for growing the most attractive little garden or flower border, with a modest money prize for the winner or winners. He not only thought it an excellent idea but said he was sure the boys would be interested too.

Perhaps nurserymen have ignored

these potential customers and the farm population in general because too long it was thought that the average farmer looked upon a tree as so much cordwood and not as an ornament. Of course the fruit tree nurserymen have long advertised to the farm market, but the nurserymen selling ornamental plants concentrate their attention on the urban and suburban markets.

The successful farmers of today and their families not only want their pleasant homes, their cars and up-to-date household appliances, but are much more interested in having their farm homes landscaped than they used to be. In addition, with more encouragement and a better selling job on the nurseryman's part, the farmer could be made still more interested. His children are the keenly active 4-H Club members who through their projects are going to be better farmers. And of course a good many of these active leaders of tomorrow will not go into farming, but into many other fields of endeavor. Surely if these people have developed an early interest in plants and flowers they will carry that in-

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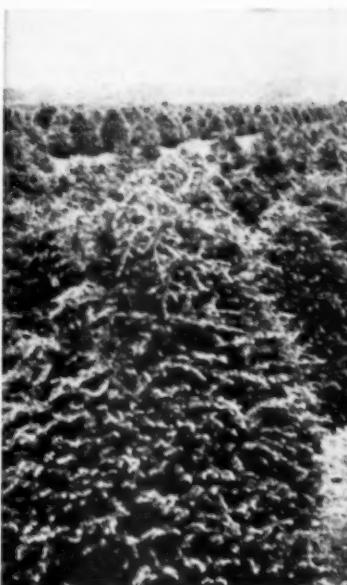
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5 to 6 ft.	2.50 per foot

terest into later life, either as a hobby or in general use.

It would be possible to take advantage of this idea as nurserymen, as individuals, especially in areas where it is most fitting for the individual business. But the manufacturers that sponsor projects for these clubs do it collectively. So it might even be better if nurserymen interested themselves in plant and gardening projects collectively through the local or state nurserymen's association or even the national association.

The youths of 4-H Clubs offer an excellent opportunity for nurserymen to make them plant-conscious.

ILLINOIS COMMITTEES

The formation of a course in nursery management at the University of Illinois, Urbana, and the approval of committees for 1956 were the principal topics of business at the March 1 directors' meeting of the Illinois State Nurserymen's Association held at the Hotel La Salle, Chicago. Several members of the department of horticulture at the university were in attendance, as well as members of the education committee.

Dr. C. J. Birkeland, head of the

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6 to 7 ft., medium	4.00
6 to 7 ft., heavy	6.50
7 to 8 ft., medium	6.00
7 to 8 ft., heavy	9.00
8 to 10 ft., medium	9.00
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60c	50c	40c	30c	25c
Beacon, Lodi, Scarlet Stayman, Summer Champion, Red Willow	Twig, Wealthy, Yellow Transparent, Yellow Delicious, Virginia Crab	Apple.		

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3/4-in. cal.	11/16-in. cal.	9/16-in. cal.	7/16-in. cal.
55c	50c	40c	30c
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Melba, Delicious, Spy, Cortland, McIntosh, Sandow.

PRICES	Each	Each
Each	25	25
5 and up	and up	and up
Whips, 3 1/2 to 5 ft.	\$1.10	\$1.00
No. 1, 3 1/2 to 5 ft.	1.60	1.50

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Bartlett, Clapp Favorite		
No. 1, 3 1/2 to 5 ft.	1.60	1.50

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Windsor, Seneca, Early Rivers, Black Tartarian, Schmidt		
11/16-in. cal.		

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Lombard, Burbank, Early Golden, Italian, Stanley	1.10	1.00	.90
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department, told of steps being taken by the university to work more closely with Illinois nurserymen. He related that Dr. Charles Ackerman, professor of floriculture, has been doing some nursery extension work since last fall and a man in pomology was transferred to nursery research as of September. He pointed out that the curriculum for the nursery management course has been laid out and the department would like to get it started. Also, Dr. Birke-land said, he would like to establish an arboretum at Urbana for instruction and research purposes. Dr. Ackerman further explained that the proposed 4-year course will give a student a college education with a good background in nursery management. It is hoped, he said, that landscape design can be incorporated in the course.

Victor de St. Aubin, co-chairman of the "Plant Illinois" committee, reported that the committee has received assurance from the state that it will print 25,000 more "Plant Illinois" booklets.

Reporting on the Japanese beetle situation, Herbert Siefert, horticultural inspection supervisor, Glen Ellyn, said federal funds of \$10,000 have been appropriated for control work and the states of Indiana and Illinois have appropriated \$6,000 and \$8,000, respectively, for work in the Sheldon county area.

The next meeting of the directors will be held June 7, at Matt Tures & Sons Nursery, Des Plaines.

Appointments

The following appointments on committees of the Illinois State Nurserymen's Association for 1956 were approved:

Bylaws and Legislative — Edward P. Eickhof, Eickhof Nursery, Bensenville, chairman; William McReynolds, Mount Prospect, and Victor E. de St. Aubin, Sr., Eugene de St. Aubin & Bro., Inc., Addi-son.

Labor — William McReynolds, chairman; Richard P. Theidel, Hinsdale Nurseries, Inc., Hinsdale; John C. Fiore, John Fiore & Son Nurseries, Lake Forest; William B. Hagen, Golf Nursery, Northbrook, and Edward P. Eickhof.

Exhibits — Henry Lohse, Henry Lohse Nursery, Wheaton, chairman; Al Kari, Golf Nursery, and Elmer Theidel, Hinsdale Nurseries, Inc.

Committee to Confer with University of Illinois — Elmer Spencer, Springfield, and James Moorhead, Moorhead's Hillside Nursery, Poplar Grove, co-chairmen; Victor de St. Aubin, Jr., Eugene de St. Aubin & Bro., Inc.; Roy Cailey, Newton Nursery, West Liberty; R. F. Clavey, Jr., R. F. Clavey Ravinia Nurseries, Inc., Deerfield; Ralph Synnestvedt, Jr., Ralph Synnestvedt & Associates, Glenview, and Ernest E. Tosovsky, Home Nursery & Greenhouses, Inc., Edwardsville.

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Victor E. de St. Aubin, Sr., co-chairmen; Elmer Spencer; John C. Fiore; Gus Grundstrom, Grundstrom Co., Inc., Glenview; Edward P. Eickhof, and Roger S. Leesley, Leesley's Nurseries, Inc., Libertyville.

Nominating—William B. Hagen, chairman; Arthur Weiler, Twin Nurseries, Inc., Prairie View, and R. C. Knupper, R. C. Knupper Nursery & Garden Shop, Palatine.

Auditing—Robert Gould, Golf Nursery, chairman; Howard Simonsen, Simonsen's Nursery, Glenview, and Emil Bergman, Bergman Nurseries, Quincy.

Membership—Duane Cultra, Onarga Nursery Co., Onarga, chairman; Gordon Clavey, Elmer Clavey, Inc., Highland Park, and John Graves, Egyptian Nursery & Landscape Co., Farina.

Publicity—Elmer Palmgren, Palmgren's Nurseries, Glenview, chairman; Harvey Hartline, H. B. Hartline Farm, Makanda, and Mary K. Moulton.

Finance—Arthur Schroeder, Schroeder's Nursery, Des Plaines, chairman; Roger S. Leesley; Victor E. de St. Aubin, Sr.; Henry Lohse, and Elmer Palmgren.

HORSFALL ON TOUR

Dr. James G. Horsfall, director of the Connecticut agricultural experiment station, New Haven, left for New Zealand March 29. The station board of control granted leave to Dr. Horsfall, internationally known plant pathologist, to consult with growers and scientists in New Zealand, at the invitation of the New Zealand Fruitgrowers Federation, Ltd.

The board of control granted leave also for Dr. Horsfall to return from New Zealand via Australia, India, Austria, Germany and Holland. This will give him opportunities to consult with scientists around the world. He has been invited to lecture in Italy, Austria, Holland and England. Dr. Horsfall will also address groups of scientists at Denver, Colo., and Modesto, Calif., en route to New Zealand. He will return to New Haven about June 4.

Dr. Horsfall, an authority on fungicides, has pioneered in the use of chemo-therapy for control of diseases in plants. He is one of the three Connecticut station scientists who are members of the National Academy of Sciences.

RICHARD T. DENKER, 6 Oakwood lane, Crystal Lake, Ill., is planning to carry on landscape work and sell nursery stock at retail. Eventually he plans to grow some of his own stock.

C. A. VANDERBROOK, research director of the Gardening Council, appeared on NBC's television network home show on March 15. Mr. Vanderbrook discussed the subject "How to Be a Good Customer of Nursery Stock."

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	100	1000	1000	lots
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* Colorado Blue Spruce , 3-0, 3 to 5 ins.	6.00	30.00	28.00	
Black Hills Spruce , X, 8 to 12 ins.	22.50			
Black Hills Spruce , X, 4 to 8 ins.	15.00	90.00		
Black Hills Spruce , 3-0, 5 to 10 ins.	7.50	35.00	33.00	
Black Hills Spruce , 3-0, 3 to 5 ins.	5.00	20.00	18.00	
Taxus Cupidata Capitata , X, 8 to 12 ins. (from seed, individually sheared)	65.00			
Taxus Densiformis , X, 6 to 8 ins.	50.00			
Douglas Fir , 3-0, 3 to 8 ins.	7.50	35.00	33.00	
Mugho Pine , 2-1, 3 to 5 ins.	8.00			
Riga Scotch Pine , 2-0, 6 to 10 ins.	10.00			
Riga Scotch Pine , 2-0, 4 to 8 ins.	7.50			
Austrian Pine , 2-1, 4 to 8 ins.	10.00			
* Austrian Pine , 2-0, 3 to 6 ins.	5.00	22.50	21.00	
White Birch , XX, 3 to 4 ft.	75.00			

*Will quote on 50,000 or more.

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Hetz Juniper , 1-yr., 6 to 12 ins., field-grown	12c
Hetz Juniper , 2 $\frac{1}{4}$ in. pot	12 $\frac{1}{2}$ c
Pfitzer Juniper , 2 $\frac{1}{4}$ -in. pot	12 $\frac{1}{2}$ c
Ilex East Palatka , 2 $\frac{1}{4}$ -in. pot	12 $\frac{1}{2}$ c
Ilex cornuta burfordi , 2 $\frac{1}{4}$ -in. pot	12 $\frac{1}{2}$ c

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COTONEASTER DIVARICATA

	Each	Each
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18 to 24 ins.	\$1.25	\$1.00
2 to 2 $\frac{1}{2}$ ft.	1.75	1.50
2 $\frac{1}{2}$ to 3 ft.	2.25	2.00
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.50	3.00
	Each	Each
	10 rate	100 rate

	Each	Each
	10 rate	100 rate
15 to 18 ins.	\$0.90	\$0.75
18 to 24 ins.	1.15	1.00
24 to 30 ins.	1.40	1.25

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PLANT NOTES HERE AND THERE

By C. W. Wood

Viola Cucullata

I should confess at the outset that with this note I shall be asking for information rather than trying to impart knowledge. Of late years, I have been interested in observing in northern Michigan what I call *Viola cucullata*, though I am not sure just what the name covers. Unfortunately, I have not had Brainerd's "Violets of North America" at hand since my interest in the plant was aroused by my discovery of its interesting flowering habits; so I do not know what that authority had to say on the subject. So I am relying on Gray's "Manual" and Bailey for my conclusions, and even they are rather confusing to someone not a botanist. For instance, the "Cyclopedia of Horticulture" makes *cucullata* a synonym of *papilionacea*, while "Hortus" applies both names to different plants, the first to a plant with wavy-toothed, broad-ovate leaves, while the other has deltoid-ovate to cordate-ovate leaves. Another confusing factor to me is the range of the plant as given by the authors. Thus, "Hortus" gives it as Quebec, Canada, to Georgia, in the United States. Meehan says that it occurs naturally "from arctic America to the Gulf of Mexico, westward in the Rocky mountains and across the Sierra Nevada almost to the Pacific coast." Will some botanical friends put me straight on the matter?

The variation within what is apparently one species prompted this note. No wonder the early botanists were not sure of their steps when they came to this violet. It is easy to understand, for instance, because of the palmately divided leaves on some plants, why one botanist made it a variety of *V. palmata*. In its flowers there is even more variation, the color varying from white and violet-streaked to light gray blue, through darker shades to lilac, violet and almost maroon. The possibilities for selection of good colors among seedlings seems almost endless. But the phase which appealed most to me was the possibility of evolving an everblooming strain by selection. The plant begins blooming in the usual true violet way in spring by producing a prodigious number of stemless flowers, the scapes coming directly from the rootstock. Then the blooming is reduced mostly to cleis-

togamous flowers during the summer, from which seeds to perpetuate the species are produced, though sometimes during this period a close observer will find a flower with one or two petals aboveground, and as autumn approaches normal flowers are often plentiful.

Campanula Poscharskyana

A correspondent asks for a note on that ever useful bellflower handicapped by the difficult name *poscharskyana*. The correspondent brings up a phase of the subject, that I have been trying to forget for 30 years, but am not allowed to, when he reminds me that I made the statement when the plant reached this country that it was a hybrid. So long as I am not allowed to forget the slip, I might as well try to clarify it once and for all and then let it drop. I have looked up the story carrying the disputed statement and find that I said this: "Campanula

poscharskyana is a harebell of easy culture, and we may look forward to it taking its place in our gardens along with its two parents, *C. gananica* and *C. portenschlagiana*." The parentage, as here used, was given me by an English friend who later told me that it was commonly supposed by English gardeners of that day to be a hybrid. In the light of present-day thinking, they may not have been too far wrong, either, for botanists now refer the plant to the *C. elatines* group, and it would be difficult to find a more heterogeneous group of bellflowers. In fact, many of the plants known in gardens as true species (*barbeyi*, *fenestratella* and *istriaca*, for instance) are now considered varieties of *C. elatines*, and Van Melle maintained they were hybrids and proposed the horticultural name of *Campanula Adrica* for the group. With that off my mind, I can get on with the note.

C. poscharskyana is a plant of

NATIVE TREES AND SHRUBS

AZALEA CALENDULACEA (Flame Azalea)

	Per 100	Per 1000
12 to 18 ins., clumps with bloom buds	\$ 3.00	\$ 20.00
18 to 24 ins., clumps with bloom buds	4.00	25.00
2 to 3 ft., clumps with bloom buds	5.00	35.00

STEWARTIA PENTAGYNA (Mountain Stewartia)

3 to 4 ft., well-br., tree form	5.00	40.00
3 to 4 ft., well-br., shrub form	6.00	50.00
4 to 6 ft., well-br., tree form	10.00	90.00
4 to 6 ft., well-br., shrub form	12.00	100.00

NATIVE VINES

LONICERA (Hall's Honeysuckle)

	Per 100	Per 1000
Medium clumps	\$5.00	\$40.00
Heavy clumps	7.00	60.00

VINCA MINOR (Myrtle Vine)

Medium	3.00	25.00
Heavy	5.00	40.00
Made-up clumps, 10 to 20 leads	7.50	60.00

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ALAMEDA. purple-rose flowers, wine-red fruit
ALMEY. fiery-crimson flowers, maroon fruit
ARROW. purplish-red flowers, red fruit
ATROSANGUINEA. carmine flowers, reddish fruit
BACCATA. white flowers, red or yellow fruit
ELEYI. vinous-red flowers, purplish-red fruit
FLORIBUNDA. rosy-white flowers, yellow and red fruit
FLORIBUNDA PURPUREA. purplish-red flowers, purplish-red fruit

SCHEIDECKERI. pale pink flowers, yellow to orange fruit

GENEVA. purplish-red flowers
GLORIOSA. purplish-red flowers, bright red fruit
HOPA. rosy flowers, red fruit
MAKAMIK. China rose flowers, purplish-red fruit
NIEDZWETSKYANA. purple-red flowers, bright red fruit
RED SILVER. China rose flowers, purplish-red fruit

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great usefulness in the garden, for the border, rock garden, wall, hanging baskets and window boxes. Ordinarily, the spreading stems grow a foot long, but a rich soil may add close to two feet to that figure, and the plant is then scarcely recognizable. I remember one instance, when the plant first came on the American market about 30 years ago, that I sold a summer resident a dozen plants. I saw the plants again after two or three years and had to ask the gardener what they were. The garden was located on poor beach sand, where rock plants that grew six inches high in my nursery seldom exceeded three inches in the poor soil of their wall. The campanulas, however, had been planted in the portion of the garden where the soil had been thoroughly enriched by filling and fertilizing until, for instance, ordinary physostegia grew more than four feet tall and *Helianthus* *orgyalis* looked like a tree.

C. poscharskyana is made up of tufts of heart-shaped basal leaves that send out flowering stems, rather sparsely leaved, holding strings of large light blue flowers with lighter (sometimes approaching white) centers. The flowers begin to appear when the stems are an inch or two long and continue to open until the

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 Dwarf and Standard
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stems reach their ultimate length, thereby extending the blooming period over much of the summer.

C. poscharskyana is easy to accommodate in any gritty soil where it is shielded from too much heat in the middle of the day. It grows

readily from seeds. The tufts may be pulled apart directly after flowering, and it may be grown from cuttings at the same time. For average increase, division in late summer was found best, the divisions being kept in a frame over winter. It is an easy

SURPLUS STOCK

Per 100 Per 1000

<i>Abelia grandiflora</i> (Glossy Abelia), field-grown	
12 to 18 ins., C.....	\$ 9.00
12 to 18 ins., 2 br.	11.00
18 to 24 ins., 3 br.	16.00
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(Van Houtte Spirea)

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12 to 18 ins., C.....	4.50	35.00
12 to 18 ins., 2 br.	6.00	50.00
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2 to 3 ft., whips	\$ 2.00	\$ 15.00
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and worthwhile bellflower for the casual gardener and is especially satisfactory in a wall.

Anemone Alpina Sulphurea

When I discussed *Anemone sulphurea* in this column some 15 years ago, I was taken to task by a botanist for my "sloppy nomenclature," as he put it. I still think of the plant as *A. sulphurea* and have to keep reminding myself that it is a variety of *A. alpina*. Therefore, at the outset, let us call it *A. alpina sulphurea* and then refer to it as sulphurea.

The main controversy in culture of the plant is in the matter of soil acidity or alkalinity. In my former note on the plant I find that I wrote this: "One soon runs into trouble trying to grow sulphurea on lime." Farrer puts it this way: "It has been said that this form (he refers to sulphurea) belongs to the granite, while the type adheres to the limestone. In gardens the distinction is valueless, and in nature quite untrustworthy." And then I referred to the correspondence which appeared in an English periodical 40 years ago in which several collectors pointed out that the plant always occurs on granite in the Alps. I still think that for permanent success it is safer to give sulphurea plants a soil of acid reaction. I do know that best results from it were obtained when it was given a soil containing a large quantity of acid peat, with perfect drainage and a constant supply of moisture from spring until winter.

In the absence of constant moisture, the addition of more leaf mold and acid peat to the soil and a little shade will help. If the soil is naturally heavy, it will probably be best to place the plant in a wall, one facing eastward being preferable in the climate of northern Michigan. Seeds are notoriously slow in germination, and one should not abandon the bed before the third year. Planted outdoors as soon as ripe, or in autumn, many seeds should germinate the next spring, but often the majority do not appear before the second year. The flowering stems grow to 18 inches in height, producing in spring clear yellow cups, often larger than the white ones of *A. alpina*. That description covers plants generally available in seeds, though there is said to be not a little variation in color and size of flower and plant in nature.

Physostegia Summer Glow

When I saw *Physostegia Summer Glow* last summer, it brought back pleasant memories of several other

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false dragonhead varieties with which I have been acquainted during the years. One was a planting of variety *gigantea* that I saw years ago growing in the trenched area of a southern Michigan garden, where it grew so tall that I had to look up to its spike of pretty, pink, tubular flowers. In that rich moist soil, trenched three spits deep, the plant must have approached eight feet in height and made a most imposing picture. At the other extreme is the variety *Vivid*, which grows about a foot and a half tall under ordinary care. Its late-flowering habit extends the physostegia season two or three weeks, and large flowers of vivid pink color and good lasting quality make it especially good for cutting. *Summer Glow* has a stature of about four feet, spikes almost as long as the entire *Vivid* plant and a striking color — a luminous shade of red, probably best described as rosy red. It makes a most striking sight in the late August and September garden.

Geum Reptans

I wish that I could say something really encouraging to the correspondent who asked about *Geum reptans*; however, all that I can say is that he is likely to find his adventures with this high alpine a great

disappointment. In the first place, *reptans* is more often heard of than seen. Acutally, out of the score or more times that I have ordered it in seeds, it has not grown more than twice out of the seven or eight times that the seeds successfully germinated. Experienced growers will quickly see in that low percentage of germination one reason why it would never become popular as a garden plant. Add to that the fact that, in the midwest at least, one is never sure when he goes to bed at night that the plants will be alive the next morning, and it becomes apparent that *G. reptans* has a few bad habits to overcome before it gains much popularity. I count it one of the great privileges of a long garden life to have brought it to flower on two occasions, but I shall not attempt it again. If the correspondent still wants to try his luck, perhaps the following details may help him.

Everybody who has collected the plant from the highest moraines in the European Alps speaks of its "vast woody rootstocks running down for yards among the blocks in the most coarse and barren tumbled ruins of those grim places." I never could supply those conditions; so I tried the plants in an ordinary moraine, fed from the overflow of a pool,

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Andorra Juniper, 1-yr., 6 to 12 ins.	12½c	10c	
Ashford Juniper, 1-yr., 6 to 12 ins.	12½c	10c	
2-yr., 6 to 18 ins.	17½c	15c	
Fastigiata Juniper			
1-yr., 6 to 12 ins.	12½c	10c	
2-yr., 6 to 18 ins.	17½c	15c	
*Pfitzer Juniper, 1-yr., 6 to 12 ins.	17½c	15c	
Irish Juniper, 1-yr., 6 to 12 ins.	12½c	10c	
Savin Juniper, 1-yr., 6 to 12 ins.	12½c	10c	
2-yr., 8 to 15 ins.	17½c	15c	
*Root-pruned.			

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	\$0.50	.75	1.00	1.50	2.00

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but they did little better than in the far richer soil of a border. In fact, best results came from a plant in the border, with peonies on the west and south to shade it from the sun from noon onward. Although the success was rather short-lived, it did indicate the plant's possibilities if one could satisfy its needs. The reward would be a tuft of deeply cleft, 3-lobed, hairy leaves, from which come numerous, reddish runners that behave like strawberry runners rooting at the end and forming another plant, one hopes. Then if everything goes well, one can look forward to a display of big, golden roses (single, of course), on 6-inch stems, followed by heads of silky, silver fluff.

Notes on the propagation of several plants which have been the subject of inquiry recently are grouped here.

Iris cristata may be increased like other iris varieties of similar root growth by dividing the rhizomes soon after flowering. Personally, I always had better results if the divisions were potted and kept in a frame until new roots were formed.

Noccaea stylosa is a name that I could not connect with anything that I had ever grown until I found in the Kew Hand List that it is the new name for my old friend, Thlaspi stylorum. The best way I know to grow it is from seeds sown indoors or in a frame from March until May. Pot plants singly and keep them in a frame until well established, when the seedlings may be planted out. I had fewer losses when the plants were given a lath-shaded frame. The plant is also reported to grow readily from green cuttings in early summer. Though its lilac-colored cross flowers are pretty, one should remember that at best it is short-lived.

Tunica saxifraga flore-pleno should be cut back just before flowering. That will give fresh basal growths, commencing in July. They should be handled like ordinary soft cuttings, preferably in an outdoor frame.

Dianthus Napoleon III stock plants should be kept from flowering, so as to get nonflowering wood for cuttings. That should give one cutting by midsummer, which may be handled in the manner usual for pinks. All pinks that have a tendency to flower themselves to death without producing cutting wood should be handled in the same manner.

STARTING in the nursery business is George Karschnick, R. F. D. No. 2, Momence, Ill.

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COVER ILLUSTRATION

Albizia Lebbek

The woman's-tongue tree, *Albizia lebbek* (*Acacia lebbek*), is a sub-tropical relative of the well-known silk tree *albizzia*. The woman's-tongue tree is considered by many nurserymen and landscape men as a common weed or tree; nevertheless, it is valuable as a fast-growing, broad-spreading, deciduous tree to produce dense shade. It is useful in new housing projects and other areas where it is important to have a fast-growing tree. It may grow to a height of 100 feet and have a spread of up to 90 feet.

The woman's-tongue tree, also called locally lebbek tree, siris tree and frywood tree, is a native of tropical Asia, Australia and Africa. It is naturalized in the West Indies and south Florida where it defoliates for a few weeks in early spring, but the new finely-textured, rich green leaves come out almost immediately. The leaflets are about one and one-half to two inches long, and the leaves up to 10 inches long. The greenish-yellow flowers are produced in globular heads during the summer and are attractive to bees. The flowers are followed during the summer and fall by large, leathery, shiny seed pods to 12 inches long, which give this tree a decidedly tropical effect. The seed pods are one of the characteristics which many homeowners find objectionable. The usual method of propagation is by seeds.

The tree is adapted for use in the lower part of the central region and south Florida. It has withstood temperatures of 28 degrees Fahrenheit. In coastal planting, it should be used in sites having some protection from salt spray. Since the woman's-tongue tree is subject to wind damage, it may break up during hurricanes and heavy winds.

The woman's-tongue tree is easily transplanted, grows rapidly and is quite drought-resistant once it is established. It also naturalizes easily and, therefore, may spread to woods and other plantings and become a nuisance. The roots spread close to the surface and increase the difficulty of growing other plants nearby.

The tree is adapted to a wide range of soil conditions, including sandy coastal soils and the rocky and limestone soils of south Florida.

The woman's-tongue tree is used as a windbreak in combination with

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XX Grade (2 to 3 ft.)			\$6.50 per 10;	\$60.00 per 100	
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1500	2-yr., 30 to 36 ins., well-br., good caliper	17.50	150.00
1500	2-yr., 3 to 4 ft., well-br., good caliper	22.50	200.00
1500	3-yr., 4 to 5 ft., well-br., good caliper	42.50	400.00

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other trees. In landscape plantings, it is used as a shade tree for dense shade, as a street and avenue tree for wide streets and in roadside plantings.

E. W. M.

MASSACHUSETTS PROGRAM

[Continued from page 9]

on the latest methods of insect and disease control in the nursery. He felt that nurserymen in general devote too little time to a good spray program, considering the tremendous importance of such a task. Modern methods and materials have simplified insect and disease control and should be used more extensively. Dr. Whitcomb then showed colored slides of the pests and diseases common to this area and told what to use to fight them successfully.

Container Growing

The last two speakers of the day were Clifford Corliss, Corliss Bros. Inc., Gloucester and Ipswich, and Richard Wyman, Jr., Wyman's Framingham Nurseries. They spoke on "Growing, Wintering and Selling Nursery Stock in Containers," having experience with this type of growing in this area. They are in favor of growing flowering shrubs and trees, vines and some small evergreens in metal containers. They warned that plants must be in the containers for a year in order to be truly container-grown. This method confines the root system of plants; eliminates costly lathe houses, except for shade-loving varieties; requires less room in the field; permits the sale of plants during the hot weather months, and saves digging time during the busy season.

Plants sold in containers appeal to the buyer because of their neat appearance and because there is no setback in transplanting them. The only open question to date is wintering. Container growing in this area is still too new to allow definite knowledge on how well plants will go through the winter and how much protection they will need. This spring should tell the story. Mr. Corliss and Mr. Wyman use 1-gallon and 2-gallon metal cans with removable bottoms for smaller plants and $\frac{1}{2}$ and 1-bushel baskets for larger plants and small flowering trees.

The short course was prepared by the educational committee, with Seth Kelsey, chairman; Lester Needham; Richard Wyman, Jr., and Dr. Robert Ticknor. This committee was appointed in 1955 by Harold C. Atwater, president of the association. Eleven applications for membership

in the association were received during the two days of the course.

H. S. A.

LONG ISLAND FLOWER SHOW

[Concluded from page 12]

specimens of Azalea Fedora and cherry laurel added interest.

Seashore Scenes

Class C was similar to the other classes, except that the garden could only be of 100 to 200 square feet. Oak Park Nurseries, Patchogue, earned the first place award with an informal seashore scene. Some excellent specimens of Japanese black pine provided the background for an area of sand bordered by Scotch broom in full flower and some low plants of rugosa rose.

The garden of Joseph Hren, East Hampton, which placed second, also used the seashore, or "landscape" treatment. This was a fringe garden, or dune-edge planting, stressing low maintenance, no grass, beach plum, Japanese black pine, bearberry and shore juniper (*Juniperus conferta*) with a background of some fine selections of driftwood.

Anderson Nursery, Amityville, placed third, and Laurel Hill Nursery, East Northport, fourth, with their displays of back-yard settings. A wide variety of plants was used by each nursery, in order to give the homeowner a chance to select the plants that fitted his budget.

Rose Garden

A garden that attracted much attention was the rose garden designed and constructed by the personnel of the Nassau county park. This formal arrangement was bordered by a yew hedge and included 70 roses in full flower. There were 14 varieties of hybrid tea, floribunda and climbing roses that had been forced in the park greenhouses. The hardy silk tree (*Albizia julibrissin*) in full leaf provided a real inspiration to the show visitors.

Interesting plants shown by the exhibitors included a dwarf Japanese black pine, labeled as *Pinus thunbergii compacta henri*, pinkshell azalea (*Azalea roseum*) in full flower, Chinese witch hazel (*Hamamelis mollis*) with its decorative, spidery flowers; wintergreen barberry (*Berberis julianae*), white Carolina rhododendrons in full flower, fragrant or Korean viburnum (*Viburnum carlesii*) with flowers of a pleasing odor, a fine display of the real dwarf *Berberis Crimson Pigmy* and candytuft, which is all too often overlooked.

C. E. L.

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*Albrition	\$0.60	\$1.10	\$1.75	\$3.50	\$ 6.50	\$12.00
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*Catskill	.60	1.10	1.75	3.50	6.50	12.00
*Dixieland	.60	1.10	1.75	3.50	6.50	12.00
Dorsett	.55	1.00	1.60	3.25	6.00	11.00
*Dunlap	.55	1.00	1.60	3.25	6.00	11.00
Empire	.60	1.10	1.75	3.50	6.50	12.00
*Fairfax	.55	1.00	1.60	3.25	6.00	11.00
Fairland	.55	1.00	1.60	3.25	6.00	11.00
Fairpeake	.60	1.10	1.75	3.50	6.50	12.00
*Klondike	.55	1.00	1.60	3.25	6.00	11.00
*Klonmore	.55	1.00	1.60	3.25	6.00	11.00
*Midland	.60	1.10	1.75	3.50	6.50	12.00
*Pocahontas	.65	1.20	2.00	4.00	7.50	14.00
*Premier	.60	1.10	1.75	3.50	6.50	12.00
Red Crop	.55	1.00	1.60	3.25	6.00	11.00
Red Star	.60	1.10	1.75	3.50	6.50	12.00
*Robinson	.55	1.00	1.60	3.25	6.00	11.00
*Strelmester	.60	1.10	1.75	3.50	6.50	12.00
*Tennessee Beauty	.60	1.10	1.75	3.50	6.50	12.00
*Vermilion	.60	1.10	1.75	3.50	6.50	12.00
Wisconsin 214	.60	1.10	1.75	3.50	6.50	12.00
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CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
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TRI-COUNTY CHAPTER

The Tri-County chapter of the California Association of Nurserymen met February 24 at the new ornamental horticulture unit of California State Polytechnic College, San Luis Obispo, Calif.

The program opened with a tour of the ornamental horticulture unit, where members saw the chapter's crop of Easter lilies and the hydrangeas being grown for Mothers' day and visited a class in ornamental horticulture.

Coffee and doughnuts were served to the group after the tour. Dr. Bruce Dickson, soil science department, California Polytechnic, conducted chapter members on a tour of the soil glasshouse. Other college departments and buildings were visited during the afternoon.

Dinner was served in a campus cafeteria, and speaker Kenneth Kitch discussed "Retail Nursery Advertising." Entertainment was supplied by a college group, the Majors and Minors.

Mrs. George Steelman, Secy.

PENINSULA CHAPTER

W. R. Harrison, Santa Cruz, consultant on nursery merchandising, spoke to the members and guests of the Peninsula chapter of the California Association of Nurserymen at the March meeting. He presented many ideas that had been found useful in the retail nursery business. He suggested that nurserymen should place more emphasis on training of their sales personnel, less on plant knowledge. He did not discount the value of having a man available to answer technical questions when necessary, but felt that all salesmen need not know everything about the plants they are selling.

Ray D. Hartman, Leonard Coates Nurseries, Inc., San Jose, presided at the new plant table in the absence of Maunsell Van Rensselaer, who was ill. He showed two new manzanita selections developed at the Saratoga Horticultural Foundation, Saratoga—James West and Howard McMinn—and two new ceanothus selections—Sky Blue and Louis Edmunds.

Jack Lobdell, Floral Arts Nursery,

San Francisco, displayed three conifers—*Pinus patula*, *Picea conica* and *Abies nordmanniana*. Ray Hartman brought blooming branches of *Raphiolepis indica* and his own introduction, R. Coates Crimson, to show the marked contrast in brilliance of color in the newer variety.

Guests

Guests included Maurice Lupini, representing the state compensation insurance fund; Erwin Klaus, merchandising manager for Northrup, King & Co., Berkeley, and Jack Lobdell, Robert James and Joan Moore, guests of Vernon James,

James Rare Plant Nursery, Campbell.

The next meeting is scheduled for Rickey's Studio Club, Palo Alto, April 5.

CAMELLIA FESTIVAL

Camellia fans from all over the nation were hosted by southern California nurserymen and the Los Angeles Camellia Council at a weekend of flower shows on the occasion of the annual convention of the American Camellia Society held at Los Angeles, February 24 to 26.

Southland growers kept open house during the convention days, then joined with the society members to stage a spectacular show in the famed Descanso Gardens, La Canada, for visitors and southern California gardeners alike. Several thousand persons attended the show.

The setting for the display by Descanso Gardens was particularly noteworthy since this show place, or-



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HOWARD & SMITH, INC.
Montebello, Calif.

iginally begun by Manchester Bondy in 1940, has over 50,000 camellia plants growing under a vast acreage of oaks. Adding to the colorful spectacle of the specimen plants in bloom were thousands of cut flowers supplied by both amateur and commercial growers.

Commercial Awards

Major honors among the commercial growers went to Harvey Short, Coolidge Gardens, Pasadena, for the outstanding *C. japonica* flower, a beautiful bloom of his new variety, Guest of Honor, and the best commercial display in the gardens. Julius and Joe Nuccio, Nuccio's Nurseries, Altadena, won the runner-up trophy for a commercial display and the top award in the Camellia *reticulata* class with a flower of Tali Queen.

Finest seedling of the show was a huge, full peony flower of deep red, entered by Gus Kramer, Kramer Bros. Nurseries, Upland. As yet the flower is unnamed. Probably the most spectacular flower in the entire display was a giant bloom of the *japonica* variety, Mrs. D. W. Davis, a new sort just reaching the propagation stage in southern California. The flower was shipped by air to the festival by Mrs. Leslie Marbury, Wilmington, N. C.

Harvey Short's trophy-winning exhibit featured a mass of color supplied by rhododendrons, azaleas and camellias in a walk-in garden. Added as border plants were English primroses in full bloom. The Nuccios constructed a garden enclosed with a grapevine fence, with walks leading to a gate in the background. Blooming camellia plants formed a foreground inside the fence. Azaleas and a dichondra lawn completed the scene.

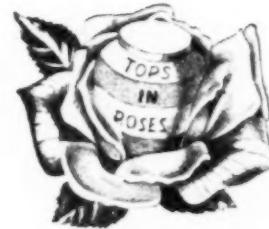
Landscaped Displays

Other landscaped plats were set up by Tuttle Bros. Nurseries, Altadena, spotlighting *Camellia Carolyn Tuttle*, with *Podocarpus macrophylla*, *Mahonia aquifolium*, *pteris* ferns and a blooming specimen of *Prunus blireiana* in the background; Descanso Distributors, Chino, showing blooming container specimens of varieties of *C. reticulata*, and Marshall's Camellia Nursery, San Gabriel, exhibiting blooming camellias and azaleas.

Perhaps the most eye-catching exhibit was a garden scene, complete with wheelbarrow, gardening gloves and tools, entered by the Downey Fertilizer Co., Downey. The centerpiece was a giant notebook, a replica of the working book of the firm's

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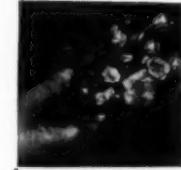
noted garden telecaster, Joe Littlefield. The entire display was enclosed by a rustic redwood fence.

General arrangements for the show were handled by John Threlkeld, superintendent of Descanso Gardens, and his assistant, Mark Anthony, who prior to his present appointment was a commercial camellia grower for many years.

Ed. McNeill

STREET TREE PLANTING

March 8 was a busy day for a number of nurserymen of the Portland, Ore., area. Through Frank Mackaness, of the Portland General Electric Co., his firm donated the cost of planting 200 trees in a new residential district adjoining Port-



MINIATURE ROSES

(From 2 1/4-in. pots)
JACKIE (P.R.R.), new, soft yellow, Extra hardy. Each \$0.60
PATTY LOU (Pat. 1335), rose bi-color50

CENTENNIAL MISS (Pat. 1301), red35
PINK JOY (Pat. 1378), fragrant, pink35
—also new Climbing miniatures:
PINK CAMEO (Pat. 1451), pink.
REDHEAD (P.R.R.), blood-red.
3-in. pot, \$1.00 each; 2 1/4-in. pot, 80c each.
Illustrated Folder Free
Moore Miniature Roses

Sequoia Nursery Visalia, Calif.

land between 125th and 126th streets, on Glisan street.

Melvin Surface, Surface Nursery, Gresham, Ore., president of the Oregon Association of Nurserymen, headed a large group of nursery operators and employees who planted, staked and wired each tree. The nurseries represented included Moller's Nursery, Fairview; Carlton Nursery Co., Forest Grove; Norman June landscape gardener, Portland; Holgate Nursery Co., Portland; Esch Nursery, Portland; Klupenger Nursery, Portland; Frank Smith, Jr., Nurseryman, and Mount View Nurseries, Inc., Troutdale. The latter supplied a hole-digging tractor manned by Stan Nuffer.

Trees were purchased from Carlton Nursery Co. on a bid. Those who

SOME OF THE FINEST MAPLES EVER

Price Each
50 or More

Norway Maple
8 to 10 ft., branched \$2.00
6 to 8 ft., branched 1.65

Red Maple (*Acer rubrum*)
5 to 6 ft., branched 1.35
4 to 5 ft., branched 1.10
3 to 4 ft., branched85

Schwedler Maple
8 to 10 ft., branched 2.50
6 to 8 ft., branched 2.10
5 to 6 ft., branched 1.65

Silver Maple
8 to 10 ft., branched 1.25
6 to 8 ft., branched 1.00
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Ready for immediate shipment, L.C.L.
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Rt. 1, HILLSBORO, ORE.

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\$5.00 per 100, \$45.00 per 1000.

CANADIAN SPECIAL: More durable kinds, 20 varieties.

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\$10.00 per 100, \$90.00 per 1000.

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Shade and Flowering Trees.

French Apple Seedlings, Str. and Br.

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Angers Rooted Quince Cuttings

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79th Year

MILTON-FREEWATER, ORE.

Flowering, Ornamental, Shade
Trees, Evergreens and Shrubs

Fruit Tree Seedlings and
Angers Quince Rooted Cuttings

participated felt that an excellent job had been done. It took most of the day to complete the job. The event was well covered by photographers doing public relations work for Portland General Electric Co., which, in turn, means good public relations for the nurserymen. Radio men gathered information for a broadcast to be made of the event.

C. H. P.

OREGON NOTES

Marcel Le Piniec, Garden Center Nursery, Medford, Ore., was honored recently at a meeting of the New Jersey Association of Nurserymen at Atlantic City, when he, with other past presidents of the association, was presented a bronze plaque, for his contributions to New Jersey nurserymen in particular and the nursery industry as a whole.

G. K. McDaniel, Carlton Rose Nurseries, Inc., Carlton, Ore., left February 25 for a trip to the east coast where he called on the trade in New York and Montreal, Que. He also visited the trade at Chicago; Denver, Colo., and San Francisco, Calif.

Moore's Nursery, Roseburg, Ore., has a new store at 1863 Southeast Douglas avenue. Doris Moore, of Moore's recently spent a month at Davenport, Ia., where she visited her daughter and son-in-law, Mr. and Mrs. Laurence Moore. Mrs. Moore also visited at Chicago and Rockford, Ill.

Marshall Nursery & Florist, Medford, Ore., has a new 30x50-foot lath house. Ruby and Vernon Marshall of the firm recently visited Portland to attend the meeting of the Oregon Association of Nurserymen and to procure a load of supplies. Vernon Marshall was recently elected chairman of the March of Dimes drive conducted by organized labor in Medford. He was re-elected for the 14th consecutive year as secretary-treasurer and business agent for the Medford musicians' union.

Lewis Nursery, Medford, Ore., is planning to change from the general nursery business to specialty growing of clematis and hardy hibiscus.

Richard P. Ressel, Richard P. Ressel Nurseries, Mulino, Ore., has been appointed a director of the Molalla River Improvement Co. The nurseries have installed a humidifying system in the propagating house and also have new equipment for field application of insecticides and fertilizers.

Warren Baker is now a partner in the Mays Landscape Nursery, Vancouver, Wash. The firm recently

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Featuring a complete list of Hybrid
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	Per 100
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3 to 6 ins. T.	\$10.00
<i>Picea excelsa</i> nidiformis,	
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3 to 5 ins. T.	18.00
<i>Thuja occidentalis</i> pyramidalis	
3 to 6 ins. T.	10.00
6 to 9 ins. T.	14.00
<i>Thuja occidentalis</i> rosenthali	
3 to 6 ins. T.	12.00
<i>Thuja occidentalis</i> umbraulifera	
4 to 6 ins. T.	12.00

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MITSCH NURSERY
AURORA, ORE.

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remodeled and improved the office. Harley Mays, of the firm, attended the National Shade Tree Conference meeting at Vancouver, B. C., Canada, and recently attended the Washington State Nurserymen's Association convention at Seattle, Wash. He recently was elected chairman of the Clark county, Washington, planning commission and also president of the Landscape Gardeners' Association of Portland, Ore.

A large number of nursery, landscape and florists' firms took part in the seventh annual Oregon Journal spring fair held in the Oregon Journal building March 8 to 10. The Oregon Association of Nurserymen entered a display. The Journal's Northwest Living magazine of March 4 carried publicity and pictures of prizes being donated at the spring fair by Rich & Sons Nursery, Hillsboro, Ore., George's Garden, Portland, and the Roseway Nurseries, Portland. Mrs. Julia Housch, of Roseway Nurseries, was pictured along with rosebushes being donated by the firm.

Ed Benedict, Benedict Nursery Co., has announced his candidacy for the Democratic nomination for state representative from Multnomah county subdistrict No. 5. He is president of the Multnomah-Clackamas farmers' union and a member of the organization's state board. For many years he was an officer of the International Woodworkers of America (CIO) at local, district and international levels and also served on the regional war labor board in San Francisco, later becoming a member of the regional board of Seattle.

Dean Collins, former garden editor of the Oregon Journal and now a feature writer for that paper and numerous magazines, is starting a new television program over KLOR-TV, a part of which will deal with the nursery business each week.

C. H. P.

HOLLY RATE INCREASE

Holly producers of the northwest are badly worried about the proposed Railway Express Agency, Inc., rate raise on holly shipments as a result of a change in the classification of holly from second-class to first-class rate. If effected, the change would be nation-wide, on original shipments or reshipments. Showing the basis for concern over the proposed raise in rates are these figures. In 1946, (at second-class rates) 14 pounds of holly could be shipped from Portland, Ore., to New York city for \$1.78, 28 pounds for \$3.18 and 100 pounds for \$10. In 1955, the same

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Lilies
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shipments from Portland to New York city cost \$2.78, \$4.70 and \$13.94. The most recent raise of 7 per cent, as of March 1, 1956, brought the costs up to \$3.11, \$5.03 and \$14.91. The change from second to first-class rate will make the costs for shipments from Portland to New York \$4.15 on 14 pounds, \$6.71 on 28 pounds and \$19.88 on 100 pounds. There have been seven raises in rates since 1946.

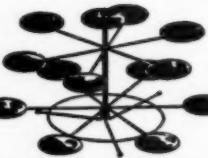
There were 90 cars of holly shipped

from Portland in 1955, 40 per cent less than expected, because of the freeze in November, 1955. There are 9,000 pounds of holly to a car-load. Claims have been extremely low. Holly producers point out also that the producers of large amounts haul their own shipments to the depots and place them in cars for shipment, thereby saving the express company hauling and handling costs. Holly growers also state that fruits and vegetables, using a commodity

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12-POT SIZE	\$5.00 each
18-POT SIZE	\$8.25 each



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THAT MAKE MONEY FOR YOU!

Wire and Redwood baskets; Redwood tubs;
Wire and fernwood totem poles;
Plant supports;
Wrought-iron brackets and fern stands;
Plastic and lead flower pin frogs;
Can cutters;
Green moss in bales and bags;
Black Magic; Plant ties and twine;
Plastic pots and trellis;
Copper, brass and plastic planters;
Wire plant markers and plastic plates;
Other nursery supplies.

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Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials—Quality Stock in All Leading Varieties. Trade catalog on request.

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"Rite in the Rain."
WATERPROOF
TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

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Originators of Azalea Vuykiana.
Growers of choice Nursery Stock.
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Maurice C. Ravensberg

Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application

rate, are shipped to New York city from Portland for \$9.22 per 100 pounds, which is less than the 1946 rate on holly.

Those concerned with the proposed increase (whether shippers or buyers) are urged to telegraph individually the interstate commerce commission, Washington, D. C., protesting the raise. C. H. P.

YELLOW VEIN OF GRAPE

A virus disease of grapes called yellow vein can be spread through grafts, a University of California plant pathologist reported to the American Phytopathological Society meeting at Atlanta, Ga.

Leaf symptoms of the disease, according to William B. Hewitt, have been transmitted by chip-bud grafts from diseased vines of the varieties Carignane and Emperor to young, healthy rootings of Carignane, Emperor and Mission. Dr. Hewitt conducted his experiments with yellow vein in vineyards on the Davis campus of the University of California.

He described the symptoms of diseased vines as follows: Vines fail to set fruit or set only a small amount, with straggly clusters containing many shot (seedless) berries. Some leaves show blotches of yellow speckling over the leaf surface. After about midseason other leaves develop a chlorotic vein banding that advances into a yellow vein banding, or broad yellow veins. Diseased vines are often more vigorous than normal vines.

BEAVER CREEK NURSERY, Gresham, Ore., recently donated a rare Magnolia dawsoniana for an Arbor day planting at Hoyt Arboretum, Portland, Ore.

LARRY'S NURSERY, Pasadena, Calif., offered prizes and professional help to gardeners during a 10-day grand opening celebration recently. Larry Shaw, owner of the new nursery, had on hand during the opening a number of horticulturists and entomologists to advise home gardeners and answer their questions.

HOWARD GILKIE, landscape architect at Santa Barbara, Calif., was recently married to Mrs. Ruth Frankie Argabrite. Mr. Gilkie has produced the spring garden show at Oakland since its beginning and has been on the committee for Santa Barbara horticultural shows for several years. The bride has also been associated in the landscape and gardening fields.

PLANT PATENTS

The following plant patents were issued recently, according to Rummel, Rummel & Snow, Chicago patent attorneys:

No. 1453. Rose plant. Esther Gladys Fisher, Woburn, Mass., assignor to Arnold-Fisher Co. The new and distinct variety of the floribunda rose plant, characterized particularly by the combination of its strong growth, its adaptability to greenhouse culture, its attractive bright green foliage, its long stems and the Rose Doree to peach-red color of its buds and individual flowers of miniature hybrid-tea form.

No. 1454. Rose plant. Mathias Tantau, Uetersen, Holstein, Germany, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by its hooked leaves and prominent bracts; its compound leaves composed of from one to seven leaflets, with prominent hooks on each leaflet; the prominent thorns, prickles and needles; the good size of the blooms, which are borne on stems having characteristics of its antecedent species, multibracteata; the unusual stiffness of the flower petals; the fruity fragrance of the blooms, and the distinctive scarlet-red general color tonality of the blooms.

No. 1455. Rose plant. Gordon J. Von Abrams, Scappoose, Ore., assignor to Eldon Pinkeney Dering, doing business as Peterson & Dering, Scappoose. A new and distinct variety of rose plant of the floribunda class, characterized particularly as to novelty by its compact, low-growing but vigorous and well-branched habits of growth; the abundance and good distribution of its foliage; its moderate to heavy flower productivity throughout the growing season; the loosely formed cluster habits of its flowers, with the clusters varying from small to medium size, and the unusual and distinctive combination of form and color of its high-centered pink flowers.

No. 1456. Rose plant. Carl S. Shamburgh, Tyler, Tex., assignor to C. W. Stuart & Co., Newark, N. Y. A new and distinct variety of rose plant of the hybrid polyantha class, characterized particularly as to novelty by its general similarity to the variety Cavalcade (Plant patent No. 911), except for its unique and distinctive 2-toned flowers, the color effect of which is pink diffused with light yellow in the bud stage thereof, said bud color changing to deep pink with silvery reverse diffused with light yellow, and then to silvery pink with silvery white reverse as the flower opens and matures, and the strong clear sweet fragrance of the flowers, which is pronounced even at a substantial distance from the flowers.

JOHN C. STEUERNAGEL, operating the Westfield Flower Shop, Westfield, N. J., is expanding his retail business.

RALPH'S NURSERY, 7929 Leavenworth road, Kansas City, Kan., has expanded the garden shop and nursery grounds. Ralph V. Johnston is owner of the nursery.

PORTLAND WHOLESALE NURSERY CO.

5050 S. E. STARK ST.

Avery H. Steinmetz

PORTLAND 15, OREGON

Paul E. Van Allen

Quality Stock

CONIFERS AND BROAD-LEAVED EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES
NURSERY SUPPLIES

Look below for partial list of varieties still available. FINEST QUALITY GUARANTEED. Combination carloads to mid-west and east during February and March.
New catalog just off the press.
Distributors for Goodrich Budding Strips, Ra-Pid-Gro fertilizer, Rite-in-the-Rain labels and Wilt-Pruf.

Write for our Catalog

Dwarf Apple
Small Fruits
Seedlings
Green Ash
Cut-leaved Birch
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Box Elder, silver variety
Catalpa speciosa
Bechtel Flowering Crab
Chinese Elm
Campdown Elm
Paul's Scarlet Thorn
Honey Locust
Globe Locust
Idaho Pink Locust
Japanese Lace-leaved Maple
Palmatum Rubrum
Maple
Faassen's Black Maple
Norway Maple
Red Maple (rubrum)
Schwedler Maple
Silver Maple
Red and Scarlet Oak

Plane Tree, European
Redbud (canadensis)
Sweet Gum, B. R. and B&B
Tulip Tree
Willow
Azalea mollis
Azalea Altaclarensis
California Privet
English Privet
Lodense Privet
Arborvitae, 12 varieties
Juniper, 22 varieties
Spruce, Dwarf Alberta
Spruce, Colorado Blue and Green
Spruce, Norway

Taxus cuspidata (Japanese)
Taxus capitata (Japanese)
Taxus brevifolia
Taxus brownii
Taxus diffusa
Taxus hicksei
Taxus, Irish Green and golden
Taxus, English, upright
Boxwood
Heather
Nandina domestica
Clematis, 22 varieties
Wistaria, 7 varieties
Peonies

EXCELLENT VALUES
Birch, Cut-leaved Weeping, 8 ft. and up
Birch, European White, all grades
Maple, Norway, 2-yr., 8 to 10 ft., br.
Maple, Norway, 2-yr., 6 to 8 ft., br.

DAPHNE ODORA

Rooted cuttings ready to be transplanted at \$100 per 1000, F.O.B. Troutdale.

Send for list.

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Rt. 2, Box 683 TROUTDALE, ORE.

Finest Quality

CAMELLIAS—ROSES
RETICULATAS—HOLLY
(Northern California Grown Roses)

DESCANSO DISTRIBUTORS, INC.
Wholesale Growers
Pipeline & Walnut Sts., CHINO, CALIF.

ORNAMENTAL WOODY PLANTS
AND ROSES

Write for our lists.

W. B. CLARKE & CO.
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GENERAL NURSERY STOCK

POCKET MICROSCOPE

3 BILLION DOLLAR
loss each year in plant and fruit production caused by insect and plant diseases.

HOW MUCH DO YOU LOSE?
YOU and YOUR HELPERS should have a pocket microscope ready for instant use in the study of scales, red spiders, mites, insects and fungi, in fields, beds or greenhouses.

ORDER NOW BE SURE.
Send your plant specimen.

A FINE GIFT FOR A FRIEND
20 power, \$3.50 (3 for \$9.00)
40 power, 4.50 (3 for \$12.00)
Postpaid. No C.O.D. Please.
Money-back guarantee.

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WE SPECIALIZE IN LARGE TREES

Regular transplanted. Rare stock.
Free of noxious weeds. In the business
to stay.

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Patented and Nonpatented.
Finest in roses since 1935.
Write for new list and prices. Contracts
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Rate: 35 cents per line, each insertion.

Instructions for the next issue must be received by Friday, March 30.

Forms for May 1 issue will close Friday, April 13.

AZALEAS

AZALEAS

Well-branched liners for shipment beginning April 1. These are extra nice plants, having been sheared at least twice, with splendid root systems. Let us book your order now!

INDICA AZALEAS

ELEGANS INDIA ALBA
FIELDER'S WHITE JUDGE SOLOMON
FISHER'S PINK PRIDE OF MOBILE

FORMOSA SALMON

GEORGE L. TABER HARDY JAPANESE AZALEAS

MACRANTHIA, double MACRANTHIA, orange pink

Per 100 Per 1000

6 to 8 ins. \$10.00 \$90.00

KURUME AZALEAS

CORAL BELLS HINODEGIRI
HEXE PINE PEARL

HIWATHA SALMON BEAUTY

HINO-CRIMSON SNOW

HEXE DE SAFFELAER PERICAT AZALEAS

DAWN PINK PERICAT

Per 100 Per 1000

4 to 6 ins. \$10.00 \$90.00

COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

DECIDUOUS AZALEAS

Extremely hardy, seedling grown.

Per 100 Per 1000

MUCRONATA, early purple: 3-yr. XX, field, 9 to 15 ins. \$60.00 \$550.00

VASEYI, pink: 3-yr. XX, field, 9 to 15 ins. 55.00 500.00

MOLLIS, orange-red: 3-yr. XX, field, 6 to 10 ins. 40.00 350.00

2-yr. XX, liners, 4 to 6 ins. 25.00 220.00

SCHLIPPENBACHI (Royal), pink: 2-yr. X, liners, 3 to 4 ins. 25.00 220.00

ARBORESCENS, white: 2-yr. X, liners, 3 to 4 ins. 30.00 250.00

SCHLIPPENBACHI AND MOLLIS: 5-yr. XXX, budded B&B at nursery.

Beetle zone only. Minimum mail order \$20.00.

BROOKFIELD GARDENS

U. S. Rt. 46 Delaware, N. J.

AZALEA HINODEGIRI

Field-grown plants, bushy and well-budded

10 rate 100 rate

10 to 12 ins. \$2.00 each \$1.75 each

12 to 15 ins. 2.25 each 2.00 each

15 to 18 ins. 2.25 each 3.00 each

18 to 21 ins. 4.50 each 4.00 each

21 to 24 ins. 5.50 each 5.00 each

24 to 28 ins. 7.50 each

28 to 32 ins. 10.00 each

32 to 36 ins. 12.50 each

3 to 3 1/2 ft. \$15.00 each

3 1/2 to 4 ft. \$25.00 each

4 to 4 1/2 ft. \$40.00 each

4 1/2 to 5 ft. \$50.00 each

Cash and carry.

SPRINGFIELD NURSERY

492 Mountain Ave. Springfield, N. J.

AZALEA LINERS, SPRING DELIVERY

Out of 2-in. pots: Amoena coccinea, Coral Bells, Carmen, Delaware Valley White, hinodegiri, Herbert, Palearstina, Rose Bud and Snow.

In flats, 60 to a flat: Amoena coccinea, Coral Bells and hinodegiri.

Prices on pot-grown and flat-grown Azaleas, \$14.00 per 100, \$125.00 per 1000.

Rooted cuttings: Coral Bells and hinodegiri.

Prices on rooted cuttings.

\$5.00 per 100, \$45.00 per 1000.

F.O.B. Elizabeth, N. J.

DELAWARE VALLEY NURSERY

948 N. Broad St. Elizabeth, N. J.

AZALEA LINERS

COLD FRAME-GROWN

IN PEAT MOSS ONE YEAR.

Sturdy plants, well branched, with excellent root systems, \$15.00 per 100, \$125.00 per 1000.

Benkirishima, Betty, Corsage, Fashion, Gibiyama, Hino-Crimson, Hinomayo, Iedifolia, alba, Othello, Palearstina, sherwood.

Cash with order, no packing charges.

AKEHURST NURSERIES

Joppa Road Fullerton, Md.

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AZALEAS

Rooted cuttings, transplants, budded field-grown plants and mollis seedlings.

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AZALEA TRANSPLANTS

Top-quality stock, well rooted. Hinodegiri, \$125.00 per 1000, \$1100.00 per 1000.

Special price in larger quantity.

Kaempferi hybrids (Flame, Betty, Alice, Mary, Esther, and Snow) \$125.00 per 1000. Indica alba \$125.00 per 1000.

Priced F.O.B. our nursery.

Packing and shipping extra.

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Phone BROADway 5-1597

AZALEAS

Excellent for retail sales, heavily budded.

Each

3000 Hinodegiri, 6 to 8 ins., bed run ... \$0.60

2000 Hinodegiri, 4 to 6 ins. 28

100 Hino-Crimson, 8 to 10 ins., nice ... 1.00

200 Hino-Crimson, 10 to 12 ins. 1.25

500 May Glory, 4 to 6 ins. 2.25

Cash, F.O.B. Packing at cost.

BROADLEAF GARDENS

Route 13 Onley, Va.

HARDY AZALEAS

FOR SPRING DELIVERY

Over 200,000, all sizes, 6 ins. to 3 ft.

following varieties: Amoena, Coral Bells, hinodegiri, led. alba, Snow, maxwelli, kaempferi, in 6 varieties: Orange Beauty, Kurume, Rose Bud, Addy Wery, Rose Greely and Favorite.

BAIER LUSTGARTEN NURSERIES

Jericho Turnpike, Middle Island, L. I., N. Y.

AZALEA MOLLIS

True to color, hand-pollinated.

RED PINK YELLOW

12 to 15 ins., budded for pot sales.

20 to 29 100 or more

\$1.25 each \$1.00 each

Minimum 20 plants. Cash with order.

Free packing, express collect.

WINDY HILL NURSERIES, Saltsburg, Pa.

Dr. C. R. Shuster, owner. Phone 32744.

AZALEA LINERS

Busby stock, 3-yr. TT.

Azalea mollis, 4 to 6 ins.

Per 100 \$15.00

6 to 8 ins. 20.00

9 to 10 ins. 25.00

Free packing if cash accompanies order, or one fourth with order, rest C.O.D.

LITTLE MOUNTAIN VIEW NURSERIES

Rt. 84 Mentor, O.

5000 AZALEA HINO-CRIMSON

3-yr. field-grown.

Each

8 to 8 ins. \$0.60

9 to 10 ins. 1.00

10 to 12 ins. 1.25

12 to 15 ins. 1.50

15 to 18 ins. 1.75

WENTZELL'S NURSERY

Elmer, N. J.

AZALEA LINERS

We have a fine selection of Azalea cuttings,

all hardy varieties, \$50.00 per 1000;

1-yr. spring liners, May 1 delivery, \$125.00 per 1000.

BAIER LUSTGARTEN NURSERIES

Jericho Turnpike, Middle Island, L. I., N. Y.

HINO-CRIMSON

Beautiful Hino-Crimson and Hinodegiri.

Azaleas, dense, bushy, well-budded, Rush

your order before all are sold. Also liners,

broad-leaved Evergreens and general line

quality ornamentals. Write for spring list.

THE TANKARD NURSERIES, Exmore, Va.

150,000 Azaleas, flats, 2, 3, 4 yrs., all

varieties, 25,000 hybrid Rhododendrons,

liners, cuttings, layers, grafts. Mostly red,

some yellow, pink, white, lavender. Ready

now.

Kordus Nursery, Deer Park Ave., R.F.D. 4,

Huntington, L. I., N. Y.

Azalea hinodegiri, potted and in field.

L. E. Herring, 110 High St., Eatontown, N. J.

BERRY PLANTS

STRAWBERRY PLANTS, WELL ROOTED

Double inspected, irrigated.

Dunlap \$7.50

Blakemore 8.50

Robinson 9.00

Armore 10.00

Premier 11.00

Pocahontas 12.00

Tennessee Beauty 10.00

Everb. Superfection, Gem, Streamliner, 18.00

DOLLAR NURSERY, BLOOMFIELD, IA.

Minimum order, \$3.50

RASPBERRY PLANTS

New Durham Everbearing red Raspberry, bears mid-August to mid-October; up to 3/16-in., \$55.00 per 1000; 3/16 to 1/4-in., \$65.00 per 1000; 1/4-in. up, \$75.00 per 1000. Special prices on lots of 5000 or over.

Amber (yellow) Raspberry, up to 3/16-in., \$100.00 per 1000; 3/16 to 1/4-in., \$16.00 per 1000. Supply limited.

Glenview (very early), Madawaska (every early), Milton (late), and September Everbearing, up to 3/16-in., \$60.00 per 1000; over 3/16-in., \$75.00 per 1000. All prices F.O.B.

Strawberry plants, 40 varieties. Write for free catalog and wholesale price list.

WALTER K. MORSS & SON Bradford, Mass.

ROYAL SEEDLESS GRAPE

(Former) new Great Northern seedless blue Grape. Nearly as large as Concord, but more succulent, harder and heavier bearing. Just as vigorous and healthy. Ripeens with Moore's Early, 15 years under test. As hardy as Beta, 2-yr. No. 1, 3 for \$6.00 cash. Plants that die replaced free if reported by August.

SCHWAB FRUIT FARM & NURSERY 220 N. 5th St. Mankato, Minn.

A NEW STRAWBERRY

The Brunies Jewell everbearing Strawberry. Has quality, size, heavy yields and excellent freezer. Best seller at our roadside stand. Plants large, dark green and healthy. A good plant maker. 100 plants, \$10.00; 50 for \$5.50; 25 for \$3.00. (1000, \$70.00, not prepaid).

BRUNES STRAWBERRY NURSERY Pequot Lakes, Minn.

STRAWBERRY PLANTS, FRESH DUG

Premier \$11.00 per 1000 Red June 10.00 per 1000 Fairland 10.00 per 1000 Temple 10.00 per 1000 Robinson 9.00 per 1000

These are young, healthy plants, true to name, guaranteed to reach you in good growing condition. Cash or C.O.D.

JAY BREUKER, R. R. 2, Holland, Mich.

EVERBEARING STRAWBERRY PLANTS

True to name varieties. Priced per 1000 plants, collect. 20th Century, \$35.00; Streamliner, \$16.00; Gem and Superfection, \$15.00.

RASPBERRY PLANTS

Latham and Newberg, 1-yr. \$40.00. Write for prices on large amounts.

DAVIS PLANT FARM

Hamilton, Mont.

SCHWAB GOOSEBERRIES, large as Plums.

New seedling (world's largest Gooseberry). Berries often 1 1/2-in. in dia.; highest quality, hardy, very productive, very sweet. Wholesale, 1-yr., heavy, \$4.50 per 10; 2-yr., light, \$6.00 per 10; bearing size, \$7.50 per 10, 5 per cent discount for cash or free baling. Plants that die replaced at half price.

SCHWAB FRUIT FARM & NURSERY 220 N. 5th St. Mankato, Minn.

Certified irrigated Strawberry plants: Blakemore (exceptional strain), Armore, Dunlap, Robinson, Tennessee Beauty, Aroma, 100, \$1.50; 200, \$2.50; 500, \$5.00; 1000, \$9.50; 5000, \$42.50. Tennessee Shippier, Tennessee 965, 100, \$2.00; 200, \$3.00; 500, \$5.50; 1000, \$10.00. Everbearing: Streamliner, Superfection, 50, \$1.50; 100, \$2.75; 200, \$5.00; 300, \$7.00. Above prices prepaid. Write for special F.O.B. prices. Shank Farm, Granby, Mo.

Strawberry plants, double inspected, north-grown: Dunlap, Blakemore, Giant Robinson, Premier, Bellman. 1000, \$8.00; 10,000, up, \$7.50 per 1000. Giant Gem, Streamliner, Superfection everbearing, 1000, \$17.00. These are young, healthy, moss-packed plants, guaranteed to reach you in good growing condition. Iowa Nursery, Farmington, Ia.

Strawberry and Raspberry plants, grown in western Montana where climate and soil is the best for strong, healthy plants. Superfection and Gem, \$14.00 per 1000. Streamliner, \$16.00 per 1000. No. 1 Raspberry plants, Latham and Newberg, \$5.00 per 1000. Write for new prices on large amounts.

McNeal Berry Nursery, Hamilton, Mont.

STRAWBERRY PLANTS, INSPECTED TWICE.

Dunlap, 1000, \$8.00; 5000, \$25.00. Robinson, 1000, \$10.00; 5000, \$40.00. Temple's Early or Red June, 1000, \$10.00; 5000, \$45.00. Premier, 1000, \$11.00; 5000, \$50.00. F.O.B. No C.O.D.

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15.00

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6.00

1.97

6.20

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RED RASPBERRY PLANTS

	Per 1000
15,000 Chief, No. 1, 3/16-in. up	\$50.00
6,500 Chief, tr., 1/4-in. up	65.00
15,000 Latham, tr., 1/4-in. up	65.00
6,000 Milton, No. 1, 3/16-in. up	65.00
1,975 Newburg, tr., 1/4-in. up	65.00
7,000 Sunrise, No. 1, 3/16-in. up	50.00
650 Sunrise, tr., 1/4-in. up	60.00
13,000 Taylor, No. 1, 3/16-in. up	55.00
29,000 Taylor, tr., 1/4-in. up	65.00

Boxing at cost.

IVAN R. CONDON NURSERY
North Collins, N. Y.Quick — Convenient — Cheap!
Selling through the Classified Ads
of the American Nurseryman.

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DAHLIAS

LARGE FLOWERING

Avalon, yellow	12c
Commando, deep lavender	18c
D-Day, rose-pink	18c
Florist's Beauty, red, white edges	20c
Galant Fox, brilliant red	12c
Golden Eclipse, yellow	15c
Imp. Francis LaRocca, deep yellow	15c
Jane Cow, bronze-yellow	25c
Jean Kerr, white	10c
Jersey's Beauty, pink	20c
Lady in Red, (Cactus)	10c
Le Torreador, deep red	12c
Michigan White, white	20c
Mrs. James Albin, lemon-yellow	15c
Mrs. Le Boutilier, velvety carmine	12c
Mrs. L. de Ver Warner, lavender	15c
Ogden Reid, pink, rose and yellow	20c
Orange Flame, reddish orange	20c
Scarlet Gem, bright red (single)	20c
Supt. Amhry, lavender and pink	15c
White King, white	15c

MINIATURE FLOWERING

Lemon Drop, yellow	15c
Lily Belle, pink	20c
White Fawn, white	15c

POMPON FLOWERING

Bronze Beauty, bronze	15c
Cardinal, deep red	20c
Golden Queen, rich yellow	15c
Little Queen, red and white	12c
Mary Munns, lavender	12c
Morning Mist, white and lavender	12c
Peggy Wood, white and red	12c
Rothout, bright red-scarlet	15c
Yellow Gem, cream-yellow	12c

Minimum order \$5.00.

Not less than 5 of a variety.

LOUIS DANK

1170 Broadway New York 1, N. Y.

ILL. RIVER VALLEY'S FINEST GLADS

	Priced per 1000; 250 same rate.
3,000 No. 1 BOULOGNE, red	\$28.00
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6,000 No. 1 COL. ATKINSON, lav.	24.00
15,000 No. 1 ETHE QUEEN, lav.	24.00
3,000 No. 2 ETHE QUEEN, lav.	24.00
7,000 No. 2 EVANGELINE, pink	24.00
5,500 No. 1 FL NIGHTINGALE, wht.	24.00
7,000 No. 2 FL NIGHTINGALE, wht.	20.00
15,000 No. 1 FRIENDSHIP, pink	24.00
15,000 No. 2 FRIENDSHIP, pink	20.00
2,000 No. 1 OCT. SUNSHINE, orange	28.00
1,000 No. 2 OCT. SUNSHINE, orange	24.00
15,000 No. 1 ORANGE GOLD, tall	24.00
9,000 No. 2 ORANGE GOLD, tall	20.00
2,000 No. 2 PICARDY, salmon	24.00
2,500 No. 1 POLYNESIA, salmon	28.00
2,000 No. 2 SHERWOOD, purple	24.00
4,500 No. 1 SPIC AND SPAN	28.00
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Terms: Cash with order, or 25 per cent deposit, balance c.o.d. Stock subject to prior sale. All stock state inspected.

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R. F. D. 5 Phone 2555 Canton, Ill.

GROWING INSTRUCTIONS FREE

Selected Belgian-grown bulbs.

DOUBLE CAMELLIA-FLOWERING.

Red, orange, salmon, yellow,

scarlet, pink, copper, white, mixed.

EXHIBITION SIZE \$14.00 \$130.00

2-in. 12.00 120.00

1 1/2 to 2-in. 9.00 75.00

1 1/2 to 1 1/2-in. 6.00 50.00

DOUBLE FIMBRIATA (Carnation-type).

8 separate colors or mixed.

DOUBLE PENDULA, in 6 colors.

Double CAMELLIA, MARMORATA,

ROSEBUD

TOP SIZE \$15.00 \$140.00

FIRST SIZE 12.00 110.00

Minimum order \$10.00.

Cash with order. F.O.B. Battle Creek, Mich.

VERONA GARDENS, TED GREVERS

Route 5 Battle Creek, Mich.

CANNAS

Per 1000 Per 1000

Red King Humbert 45.50 \$48.00

Yellow King Humbert 5.00 47.00

The President 5.50 50.00

City of Portland 5.50 48.00

Richard Wallace 5.50 48.00

Cash of C.O.D.

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501 Walbridge St. Kalamazoo, Mich.

GIANT TUBEROUS BEGONIAS

Double-flowering Camellia-type, 8 colors.	
1 1/2 to 2-in.	\$ 5.50 per 100, \$45.00 per 1000
2-in. up	8.50 per 100, 75.00 per 1000
3-in. up	12.50 per 100, 115.00 per 1000
4-in. up	25.00 per 100, 200.00 per 1000

Double-flowering Carnation-type, 6 colors.

1 1/2 to 2-in.

11.50 per 100, 100.00 per 1000

2-in. up

15.00 per 100, 140.00 per 1000

Minimum order \$5.00.

LOUIS DANK

1170 Broadway New York 1, N. Y.

FANCY-LEAVED CALADIUMS

Over 50 of the finest commercial varieties, fully upgraded.	
100	100
No. 3, 3/4 to 1 1/4-in.	\$ 7.00 \$ 60.00
No. 2, 1 to 1 1/2-in.	12.00 110.00
No. 1, 1 1/2 to 2 1/2-in.	18.00 160.00
Jumbo, 2 1/2 to 3 1/2-in.	25.00 230.00
Mammoth, 3 1/2-in. up	37.00 350.00

Minimum order \$5.00.

Send for our color chart of 44 varieties.

LOUIS DANK

1170 Broadway New York 1, N. Y.

WHOLESALE ONLY!

A NEW BULB LIST TO ALL OF OUR

CUSTOMERS EVERY MONTH,

FOR BETTER BULBS, PRICED RIGHT

AND PROMPT SERVICE.

ASK FOR OUR LATEST LISTINGS ON

BEGONIAS, CALADIUM ESCULENTUM,

CANNAS, CHRYSANTHEMUMS,

DAHLIAS, GLOXINIAS

AND NORTHERN-GROWN GLADIOLI.

F.O.B. POINT OF SHIPMENT.

HARTFORD FARMS, HARTFORD, MICH.

FANCY LEAVED CALADIUM BULBS

THE BEST BULB BUY TODAY FOR YOU

IS OUR NO. 1 at 12c or No. 2 at 25c.

PRODUCES NICE POTS, GOOD FOLIAGE, FAST

SELLERS, BEST ASSORTMENT COLORS,

FOLDER ON REQUEST. Phone or wire.

FLORIDA CALADIUM GROWERS

Box 226 Lake Placid, Fla.

Phone Homestead 5-2352

IRRIGATED CANNAS

Red King Humbert, Yellow King Humbert, City of Portland, Richard Wallace, Rosemond Coles, Copper Giant, 500,000 extra large, first-grade, 2 to 5 eye divisions, \$35.00 per 1000.

Minimum order \$25. \$10.00

A. BARRY, WHOLESALE GROWER

1056 1/2 Texas Ave., Shreveport, La.

CALADIUMS (ELEPHANT'S EAR)

Per 100 Per 1000

7 to 9 ins. cir. \$11.00 \$100.00

9 to 11 ins. jumbo 16.00 148.00

Cash or C.O.D.

MONARCH BULB FARMS

501 Walbridge St., Kalamazoo, Mich.

TUBEROSES

Per 100 Per 1000

Single Mexican, 4 to 6

\$6.00 \$55.00

Double The Pearl, 4 to 6

6.00 55.00

Cash or C.O.D.

MONARCH BULB FARMS

501 Walbridge St., Kalamazoo, Mich.

SURPLUS BULBLET SALE

Friendship, \$1.50; F. Nightingale, Red

Charm, Red Wing, Orange Gold, Spic and

Span, Lady Anne, Magnolia, Burma, Red

Cherry, Phantom Beauty, qt., \$1.85, postpaid.

ELLIOTT GLAD GARDENS, Montpelier, O.

GLADIOLI

Per 1000

50,000 Florists' Mixed, JUMBOs

\$22.00 Cash or C.O.D.

MONARCH BULB FARMS

501 Walbridge St., Kalamazoo, Mich.

SPRING AND FALL BULBS.

WRITE NOW.

J. AMAND, BREEZLAND, HOLLAND.

More customers for you!

Over 8,000 subscribers, all active buyers,

see your ad in the American Nurseryman.

BUXUS

BOXWOOD

True dwarf Old English, for bordering

flower beds and walks. Field-grown, compact, good color.

4-yr.-old, 4 to 6 ins., \$25.00 per 100.

PINKSTON NURSERIES

Parrott, Ga.

BOXWOOD

True dwarf (suffruticosa), well rooted,

from root, roots packed in moss.

\$6.00 per 100, \$25.00 per 500.

Packing free. Ready now.

DOTY & DOERNER, INC.

6691 S. W. Capitol Highway, Portland 19, Ore.

BROADLEAF GARDENS

Onley, Va.

CAMELLIAS

CAMELLIA SASANQUA

IN 1 GAL. CONTAINERS.

Very nice for retail sales or garden centers.

Cleopatra, Day Dream, Crimson Bride,

Slenderlee, \$1.00 each. Also Floribunda, Ole-

fiera, Cleopatra, Day Dream, in 3-in. bands

for lining-out, 45c each. Cash F.O.B. Pack-

ing at cost.

CHRYSANTHEMUMS

HARDY CHRYSANTHEMUMS

These are field-rooted divisions and will

give utmost satisfaction for potting for spring

resale or lining out.

CUSHION TYPES

Per 100

Bronze Cushion

Pink Cushion

Santa Claus, red cushion

White cushion

Golden Carpet, nice bright yellow

TALLER, CUT-FLOWER TYPES

Autumn Lights, new bronze; early

Algonquin, double bright yellow

Burgundy, wine-red; large

Red Beauty, dark red; Decorative

Bonfire, new red; early

Clara Curtis, early pink Korean

Chas. Nye, large early yellow

Chiquita, deep yellow Pom

Dahliamum, new red; early

Deanna, rose-pink

Ember, glowing orange; large

Harbinger, golden bronze

Huntsman, new scarlet-orange

Early Bronze, new

Little Bob, bronze Button

Pepita, white Pom

Pygmy Gold, yellow Pom; early

Olive Longland, apricot-salmon

Ruby Pompon, dark red; early

Seminole, early white

Sunape, yellow Pom

Order not less than 25 of a variety.

Minimum order, \$4.00.

ELKHART NURSERY CO.

1650 Toledo Rd. Elkhart 3, Ind.

HARDY CHRYSANTHEMUMS

Rooted cuttings

Admiration

Crown Jewel

Cutie

Flaxen Beauty

Gondolier

Holiday

Huntsman

Lee Powell

Mallinda Brown

Masquerade

Pathfinder

Plainsman

White Cloud

Yellow Supreme

Write for list.

EDWARD GILSON & SON NURSERY

QUALITY LINERS

	Per 100
Douglas Fir, 4 to 8 ins. tr.	\$16.00
Colorado Blue Spruce, 4 to 8 ins. tr.	16.00
Balsam Fir, 4 to 6 ins. tr.	16.00
Balsam Fir, 6 to 12 ins. sdg.	16.00
Blue Atlas Cedar, 6 to 12 ins. sdg.	16.00
Mugho (dwarf) Pine, 3 to 5 ins. tr.	17.50
Canadian Hemlock, 4 to 8 ins. tr.	20.00
Enkianthus campestris, 8 to 10 ins. tr.	20.00
American Chestnut, 8 to 10 ins. tr.	20.00
Amelanchier, 8 to 12 ins. tr.	25.00
TAXUS, best and var., 8 to 8 ins. tr.	25.00
Fr. hybrid Lilac, 6 to 12 ins. grafts.	25.00
Hix crenata, 8 to 12 ins. tr.	32.50
Rho. hybrida, Fr. red seed, 4 to 10 ins.	45.00
Pink fr. Dogwood, 10 to 15 ins. grafts.	75.00
Magnolias, pink and red, 8 to 15 ins. tr.	75.00
Red Japanese Maple, 1-yr. grafts.	85.00
Send for new spring list.	

POSSUM HOLLOW NURSERIES

6909 Henley St. Philadelphia 19, Pa.

HEAVY ROOTED CUTTINGS

	Per 100	Per 1000
Arborvitae, dark green American,		
to 10 ins.	\$ 9.00	\$80.00
Arborvitae, globe, 4 to 8 ins.	9.00	80.00
Arborvitae, variegata, 6 to 10 ins.	10.00	90.00
Juniperus hetzii glauca,		
to 10 ins.	9.00	80.00
Juniper, Savin, 6 to 10 ins.	9.00	80.00
Juniper, Von Ehren, 6 to 10 ins.	9.00	80.00
Juniper, Andorra, 6 to 10 ins.	9.00	80.00
Juniper, Pfitzer, 6 to 8 ins.	9.00	80.00
Taxus cuspidata, 6 to 10 ins.	10.00	90.00
Taxus hicksii, 6 to 10 ins.	10.00	90.00

Spring delivery. Cash with order earns free packing.

DE WINTER'S NURSERY
653 Port Sheldon Rd.
Grandville, Mich.

ROOTED CUTTINGS

Shipped in air-tight plastic bags.

Spring shipment only.

Let us book your order early. These will be top-quality, well-rooted plants. Less than \$25. add 2c per plant.

	Each
Euonymus radicans, upright (Sarcococca).	\$0.07
Euonymus radicans, L.L.	0.05
Euonymus patens, SL.	0.05
Juniperus pfitzeriana	0.07
Juniperus excelsa stricta	0.07
Juniperus glauca hetzii	0.07
Juniperus Irish fastigata	0.07
Juniper, Andorra	0.07

PEACE & SON NURSERY
P. O. Box 304 Siloam Springs, Ark.

POTTED LINERS

1-yr. 2 1/4-in. pots

	Per 100	Per 1000
Taxus cuspidata	\$17.00	\$150.00
Taxus hicksii	18.00	170.00
Taxus hatfieldii, upright	18.00	170.00
Juniper, Pfitzer	19.00	180.00
Juniper, Andorra	19.00	180.00
Juniper, Hetzii	19.00	180.00

ROOTED CUTTINGS

	8.00	80.00
Taxus cuspidata	8.00	80.00
Taxus hicksii	9.00	90.00
Taxus brownii	9.00	90.00
Taxus andersonii	9.00	90.00

250 of a variety at 1000 rate.

HEASLEY BROS. NURSERY
R. D. 1, Box 218 Greensburg, Pa.

EVERGREEN SEEDLINGS

	Per 100	Per 1000
Concolor Fir, 2-0, 3 to 6 ins.	\$ 8.75	\$45.00
Concolor Fir, 3-0, 5 to 10 ins.	12.00	62.00
Colorado Blue Spruce,		
3-0, 2 to 6 ins.	6.00	35.00
Scotch Pine (Cort. Austrian Alps), 2-0, 4 to 8 ins.	5.50	30.00
Scotch Pine (Cort. Scotch Highlands), 2-0, 3 to 6 ins.	5.50	30.00
Norway Spruce, 4-0, 8 to 16 ins.	10.75	55.00
Scopulorum, 2-0, 6 to 10 ins.	12.75	65.00
Postpaled up to zone 4, 500 at the 1000 rate.		

NEUNER'S EVERGREEN NURSERY
368 Elcher Rd. Pittsburgh 2, Pa.

EVERGREEN LINERS

	1000
Bed-grown, 2 yrs. in the open.	1000
Juniperus hetzii, 10 to 15 ins.	\$30.00
Juniper, Andorra,	
10 to 15 ins.	30.00
Juniperus hibernica,	
10 to 15 ins.	25.00
Thuya globosa, 8 to 10 ins.	30.00
Thuya occidentalis, 10 to 15 ins.	25.00
300 of a variety or 500 mixture at 1000 rate.	

Free packing for cash with order.

Write for quote on 2000 or more.

SHARP'S EVERGREEN NURSERY
413 S. Clinton Albion, Mich.

CANADA HEMLOCK

	Collected seedlings	Per 100	Per 1000
6 to 9-in. seedlings	\$ 4.00	\$ 20.00	
9 to 12-in. seedlings	6.00	45.00	
12 to 18-in. seedlings	8.00	65.00	

These are first-quality, bushy Hemlocks, carefully dug and packed in sphagnum moss in ventilated boxes.

Send for complete list of lining-out stock.

ISAAC LANGLEY WILLIAMS
Box A N. Exeter, N. H.

EVERGREEN EUONYMUS

	Advance liners, excellent to pot or can.	Per 1000
Euonymus Newport, 12 to 15 ins. T.	\$ 6.35	
Euonymus erectus, 12 to 15 ins. T.	3.50	

LINWORTH NURSERY
5785 Godown Rd. Columbus 14, O.

TAXUS, 2-YEAR-OLD LINERS

	Per 100	Per 1000
Hicksii	\$35.00	\$350.00
Mooni	35.00	350.00
Hatfieldii	35.00	350.00
Densiformis	35.00	350.00
Cuspidata	35.00	350.00
Cuspidata capitata, from leaders	35.00	350.00

These cuttings are extra heavy.
LARRY'S NURSERIES, INC.
Cranston 10, R. I.

YEWS, 1-YEAR IN FIELD BEDS

	Ready to line out in the field.	Per 100
Taxus capitata, 2-yr., 8 to 10 ins.	\$40.00	
Taxus cuspidata, 2-yr., 8 to 10 ins.	35.00	
Taxus brownii, 2-yr., 8 to 10 ins.	45.00	
Taxus hicksii, 2-yr., 8 to 10 ins.	35.00	
Cotoneaster divaricatus, 12 to 15 ins.	25.00	
Euonymus verrucosa, 12 to 15 ins.	30.00	
Alpine Currant, 8 to 10 ins.	20.00	

Cash with order, no packing charge.

HAGERTY'S LANDSCAPE NURSERY
Lincoln 6, Neb.

EUONYMUS PATENS

	Full plants, field-grown under irrigation.	Each	Each
		Per 100	Per 1000
12 to 15 ins.		\$ 5.50	\$ 50.00
15 to 18 ins.		7.00	65.00
18 to 24 ins.		8.50	80.00
2 to 2 1/2 ft.		11.00	100.00
2 1/2 to 3 ft.		13.00	125.00

Cash with order, no packing charge.

HAGERTY'S LANDSCAPE NURSERY
Lincoln 6, Neb.

EVERGREENS

	Each	Each
Taxus cuspidata (spreading)	\$ 5.50	\$ 50.00
Taxus cuspidata capitata	5.50	50.00
Taxus cuspidata nana	5.50	50.00
Taxus media brownii	5.50	50.00
Taxus media hatfieldii	5.50	50.00
Taxus media hicksii	5.50	50.00
All specimens, 3 to 3 1/2 ft.		

Cash and carry. Prices on request.

J. PATE NURSERIES

2209 Post Rd. Hillsboro, R. I.

PIERIS JAPONICA

(Andromeda)

Order now for spring, 1956, delivery.

Per 100 Per 1000

	Per 100	Per 1000
3-yr. plants, 1-yr. open field rows, bushy, 10 to 12 ins. TTT.	\$75.00	
2-yr. field bed, TT.	30.00	
1-yr. flats, T.	10.00	\$90.00
1-yr. seedlings	8.00	75.00

These are excellent plants. Ask for prices on large amounts.

SCHNEIDERMAN NURSERY

Old Mayfield Road Paducah, Ky.

AMERICAN PYRAMIDALIS

No packing charge. Minimum order of 50.

BRIGGS NURSERY

Rt. 2, Box 39 Olympia, Wash.

PITZER JUNIPERS

Excellent quality.

If you are in need of quality Pittzers, here they are. Growing in good balling soil.

Priced to sell, 5 and 6 ft.

All trees to be dug by purchaser

HIGHLAND NURSERY

Fred Eichle Evansville 10, Ind.

SPRUCE

600 Colorado Spruce, 4 to 6 ft.

Dig your own.

ROSEWOOD NURSERY

175 Jackson St. Mentor, O.

Phone BI-5-2631

EVERGREENS

Austrian Pine, 5 to 16 ft.

Blue Spruce, 3 to 5 ft., seed collected from Koster trees.

Serbian Spruce, 6 to 12 ft.

This stock must be dug by customer.

GIBRALTAR (LEWIS) NURSERIES

R. D. 1 Birdsboro, Pa.

B&B EVERGREENS

150 Pfitzer Juniper, 24 to 30 ins.

150 Pfitzer Juniper, 30 to 36 ins.

150 American Arborvitae, 3 to 4 ft.

150 Andorra Juniper, 30 to 36 ins.

Priced F.O.B. Onarga, Ill.

LEONARD'S NURSERY

406 N. Locust St. Onarga, Ill.

EVERGREEN SEEDLINGS

Postpaid. Spring 1956 only.

2 to 4 in., \$4.00 per 100. \$25.00 per 1000.

Alpine Fir, Blue Douglas Fir, Austrian

Pine, Jack Pine, Red Pine, Scotch Pine, Pon-

derosa Pine, Black Hills Spruce, Colorado

Blue Spruce, Engelmann Spruce, Norway

Spruce.

EVERGREENS

POSTPAID. Spring 1956 only.

2 to 4 in., \$4.00 per 100. \$25.00 per 1000.

Alpine Fir, Blue Douglas Fir, Austrian

Pine, Jack Pine, Red Pine, Scotch Pine, Pon-

derosa Pine, Black Hills Spruce, Colorado

Blue Spruce, Engelmann Spruce, Norway

Spruce.

Cash, please.

C. WILSON'S NURSERY, PEMBINE, WIS.

WELL ROOTED LINERS.

OPEN BED-GROWN.

Juniper, Pfitzer, 6 to 8 ins.

10c

Juniper, Swedish, 6 to 8 ins.

10c

Juniperus fastigiata (Irish), 6 to 8 ins.

10c

Terms: Cash with order.

C. WILSON'S NURSERY, PEMBINE, WIS.

EVERGREENS

100 BEAUTIFUL PFITZER JUNIPERS.

5 to 6 ft., \$5.00 each, in the field.

A WONDERFUL BARGAIN.

Ideal for landscaping large buildings.

SHAW'S EVERGREEN NURSERY

New London, Wis.

CONTAINER GROWN NO. 10 CANS

EVERGREENS—Continued

Fitzer and Greek Junipers and 6-in. potted Thrift, rooted cuttings, \$55.00 per 1000, 3 varieties Euonymus and Cherry Laurel, potted. Call with truck and pick up. W. G. Escott, Fort Smith, Ark.

Nandina seedlings, now ready to put in pots, \$18.00 per 1000. Fitzgerald's Nursery, Stephenville, Tex.

FRUIT AND NUT TREES

APPLES

2-yr., 11/16-in. up, 5 to 7 ft., 70c. Baldwin, Cortland, Red Delicious, Grimes, Jonathan, McIntosh, Rome Beauty, Stayman, Yellow Transparent, Dolgo and Whitney Crab.

Eleyi Crab, 2-yr., 11/16-in., 5 to 6 ft., \$1.00 each.

CHERRIES

Windsor (sweet), 11/16-in., 5 to 7 ft. whips, \$1.00, Montmorency (sour), 11/16-in., 4 ft. up, branched, \$1.00, Montmorency (sour), 9/16-in., 3 to 4 ft., branched, 90c.

PEARS

2-yr., 11/16-in. up, 5 to 6 ft., 75c.

Bartlett, Duchess, Seckel.

PLUMS

2-yr., 11/16-in. up, 5 to 6 ft., 75c.

1-yr., 9/16-in., 4 to 5 ft., 50c.

1-yr., 7/16-in., 3 to 4 ft., 40c.

Italian Prune, Reine Claude, Stanley, Yellow Egg.

PEACHES

5/4-in. up, 4 1/2 ft. and up, 70c.

11/16-in., 4 ft. and up, 60c.

9/16-in., 3 to 4 ft., 50c.

7/16-in., 2 to 3 ft., 40c.

Champion, Cumberland, Elberta, Fairhaven, Golden Jubilee, Hale Haven, Hale, Redhaven, Zarn. (Zarn is as large as Elberta and better. Ripens 1 week earlier.)

NECTARINES

5/4-in. up, 4 1/2 ft. and up, 75c.

11/16-in., 4 to 5 ft., 65c.

Sure crop. Garden state.

F.O.B. Clyde, O. Packing at cost.

THE CLYDE NURSERY.

Clyde, O.

CLOSE-OUT SALE!

JUMBO PEACH TREES.

ALL MAINTAINED IN MODERN STORAGE WITH GUARANTEED GRADE AND QUALITY.

BEAUTIFUL, DORMANT, BUDDED TREES.

7/16-in., HEAVY BRANCHED, 18c.

9 1/2-in., BRANCHED, 32c.

11/16-in., HEAVY, BRANCHED, 42c.

3 1/2 to 1-in., SPECIMEN, 48c.

VARIETIES: J. H. HALE, ELBERTA, EARLY ELBERTA, RED HAVEN, BELLE OF GEORGIA, GOLDEN JUBILEE, INDIAN, CORNET, RANGER, CARDINAL, FRANKIE, DIXIE GEM and FRANK.

IMMEDIATE DELIVERY.

CASH OR C.O.D. SHIPMENT.

CALL WIRE OR WRITE TODAY.

WOLFE NURSERY, INC.

Stephenville, Tex.

CRAB AND APPLE BENCH GRAFTS ARE SCARCE ITEMS.

For delivery now, tied 100 per bundle. Flowering Crabs: Eleyi, floribunda, Hopa, Red Silver, \$10.00 per 100, \$45.00 per 500, \$80.00 per 1000.

Apple grafts: Jonathan, Red and Yellow Delicious, Winesap, Rome Beauty, Stayman and Transparent, \$8.00 per 100, \$37.50 per 500, \$65.00 per 1000.

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

CHINESE CHESTNUTS FROM USDA STOCK

4-yr., 3 to 5 ft., \$50.00 per 100

4-yr., 5 to 7 ft., 75.00 per 100

IMPROVED SCUPPERNONG GRAPES

Yuga Scuppernong, \$35.00 per 100

Hunt, black, \$30.00 per 100

Dulcet, black, \$30.00 per 100

GRAY STONE NURSERY

Loachapoka, Ala.

APPLE SEEDLINGS

WASHINGTON-GROWN

No. 1, straight, \$6.00 per 100, \$50.00 per 1000; No. 2, straight, \$5.00 per 100, \$45.00 per 1000.

WAYNESBORO NURSERIES

Waynesboro, Va.

GARDENIAS

GARDENIA MYSTERY

Well-rooted, sturdy plants. Bench-grown in sterilized soil and pots. One of 2 1/2-in. pots, \$17.50 per 100, \$150.00 per 1000. F.O.B. Chino, Calif. Packed 65 to a carton. No packing charge for cash with order.

DESCANSO DISTRIBUTORS, INC.

12492 Pipeline Ave.

Chino, Calif.

GARDEN ROOTS

WASHINGTON ASPARAGUS

Fresh dug.

2-yr., extra heavy, \$2.00 per 100, \$17.00 per 1000. Packed 25 crowns in poly. bags.

SIMS FRUIT & NURSERY FARMS

Phone 6005 W3

Hannibal, Mo.

RHUBARB VICTORIA

Grown 1 year from divisions, which insures true stock and strong eyes. Good color and a thrifty grower. Fine for retail sales or forcing.

2-in. and up, \$10.00 per 100, \$90.00 per 1000

No. 2 size, 6.00 per 100, \$5.00 per 1000

ASPARAGUS WASHINGTON

Strong 2-yr. plants, well graded. Good for forcing, \$3.00 per 100, \$18.00 per 1000.

All plants are ready now or through spring.

ROUDEBEUSH GARDENS

4331 Needmore Rd.

Dayton 4, O.

CANADA RED RHUBARB ROOTS

100

C. divisions, \$35.00

Horseradish, 4-in. cuttings, 3.00

Free packing, cash with order.

MELLINGER'S, Box 247H, North Lima, O.

PERENNIALS

Hardy field-grown plants.

Per 100

Alyssum saxatile citrinum, \$18.00

Alyssum saxatile compactum, 15.00

Antennaria pulsatilla, 15.00

Armeria chrysanthemum, 15.00

Armeria Glory of Holland, 18.00

Callirhoe involucrata, 18.00

Campanula St. Hills Giant, 18.00

Campanula calycanthemum, blue, 15.00

Campanula calycanthemum, white, 15.00

Catananche caerulea, 15.00

Clematis mandshurica, 15.00

Delphinium Belladonna, 25.00

Dianthus barbatus Pink Beauty, 15.00

Dianthus barbatus, white, 15.00

Euphorbia polychroma, 18.00

Funkia lancifolia, 18.00

Gaillardia, King English, 15.00

Gypsophila, Double Dutch, 35.00

Gypsophila perfecta (NEW), 75.00

Heuchera Cressida, 15.00

Heuchera Harbinger, yellow, 25.00

Heuchera Hyperion, 25.00

Heuchera brizoides, 20.00

Heuchera rosamondi, 20.00

Heuchera sanguinea, 20.00

Hollyhocks, double maroon, red, 15.00

Hollyhocks, white, yellow and pink, 15.00

Hollyhocks, single mixed, 15.00

Liatris September Glory, 20.00

Linum flavum (Flax), 15.00

Linum narbonense, 15.00

Lythrum Dropmore Purple, 18.00

Lythrum The Beacon, 18.00

Oenothera missouriensis, 18.00

Platycodon grandiflorum, 15.00

Platycodon mariesii, 15.00

Pyrethrum, English, mixed, 18.00

Saponaria ocymoides, 15.00

Sedum, Dragon's Blood, 15.00

Teucrium chamaedrys, 15.00

Thlaspiatum glaucum, 15.00

Thermopsis villosa, 15.00

Tritoma Primrose Beauty, Green, 20.00

Verbascum Pink Domino, 18.00

Send for our wholesale catalog.

Special prices on 250 or more of each variety.

SPRINGBROOK GARDENS, MENTOR, O.

HEAVY FIELD-GROWN PLANTS

Per 100

Ajuga genevensis, \$15.00

Ajuga reptans rubra, 15.00

Alyssum saxatile citrinum, 18.00

Alyssum saxatile compactum, 15.00

Aquilegia M. Scott Elliott's Hybrids, 15.00

Carnation, King of Blacks, series, 18.00

and red, yellow shades, 15.00

Chrysanthemum maximum Majestic, 30.00

Coreopsis Sunburst, 12.00

Delphiniums, Belladonna, Belladonna, 15.00

Delphinium English Hybrids, mixed, 15.00

Dianthus June Carmine, 18.00

Gaillardia Portola Hybrids, 12.00

Lythrum, Robert, 18.00

Lythrum, Dropmore Purple, 15.00

Mordene Pink, 15.00

Penstemon barbatus Pink Beauty, 15.00

Polemonium Blue Pearl, 18.00

Pyrethrums, English, mixed, 18.00

Stokesia Blue Moon, 18.00

Tritoma, Glow, Primrose Beauty, Royal

Standard and White Giant, 15.00

Veronica incana, 18.00

Veronica odorata Royal Robe, 15.00

Write for complete wholesale price list.

KINGWOOD NURSERIES

Mentor, O.

HARDY FIELD-GROWN PERENNIALS

Astilbe, 4 good varieties; Aquilegia, 7

separate colors; Arabis, Artemisia, Aubrietas, Campanulas, Carnations, Chives, Delphinium Pacific Hybrids, 10 separate colors;

Dianthus, Dicentras, Digitalis, Doronicums, Gaillardias, Geums, Liatris, Russell Lupines,

Lythrums, Myosotis, Phlox subulata, 10 va-

rieties; Primroses, Pyrethrum Daisies, Shasta

Daisy Esther Read, Sedums, 10 varieties;

Sweet Williams, Thymes, Tritomas, Trolls,

Violas and Violets.

If you haven't received our list, send for it now. 100 or more good varieties.

All plants freshly dug for each order.

Orders taken now for spring delivery.

Shipping date, after March 15.

GEORGE FRANK & SON

Penfield, N. Y.

PERENNIALS

Strong field-grown, transplanted stock.

Per 100

Aquilegias, Mrs. Scott Elliott's or Crimson Star, \$8.00

SHASTA DAISY Alaska, 7.00

SHASTA DAISY Giant Double, 10.00

PYRETHRUM James Kelway, 10.00

SCABIOSA (perennial), blue, 10.00

CARNATION Grenadin, in Black King,

Golden Sun, Cardinal Red or mixed

colors, 7.00

GAILLARDIAS, Burgundy or Dazzler, 7.00

CUSHION MUMS, large field-grown

divisions in bronze, red, pink, white

and lavender, 10.00

NORTH POLE NURSERY

Cornucopia, Wis.

WELLER'S BETTER PERENNIALS

WELLER NURSERIES CO., Holland, Mich.

Write for trade list.

PERENNIALS BEING DISCONTINUED

Selling out. Ask for special prices.

MOHLE MEADOWLAND NURSERY

Great Meadows, N. J.

HARDY PERENNIALS Per 100

Pampas-Grass, Plume-Grass, field clumps	\$12.00
White Creeping Phlox, field clumps	10.00
Daisy Shasta Supreme, field clumps	8.00
Artemesia Silver King, field clumps	12.00
Aster Beechwood Challenger, runners	5.00
Aster Countess of Dudley, runners	5.00
Aster Perry's Favorite, runners	5.00
Aster Lady Maddocks, runners	5.00
Aster Victor, runners	5.00
Aster Lovell's, runners	5.00
Aster Mt. Everest, runners	5.00
Order not less than 1000 of any variety. Minimum order \$4.00.	

ELKHART NURSERY CO.

1650 Toledo Rd. Elkhart 3, Ind.

SELECTED HARDY PERENNIALS

Strong rooted cuttings	10	100
Aster Persian Rose, new dwarf	\$1.50	\$12.00
Dianthus Beatrix, everbl. pink	.85	7.00
Lythrum Mordens Gleam, rose	.85	7.00
Veronica Minut, new rose-pink	1.20	10.00

Complete list on request.

FLEMING'S FLOWER FIELDS

2100 Leighton Ave. Lincoln 3, Neb.

HEMEROCALLIS

We are among the largest growers of Hemerocallis, 180 dependable varieties; 14 varieties Liriope, the great border and ground cover plant; hardy Giant Hibiscus, also other items. High-quality stock at reasonable prices. Send for our wholesale list.

RIEGEL PLANT CO., EXPERIMENT, GA.

HELEBORUS NIGER

(Christmas Rose)

Our own grown.

3-yr. transplants

\$50.00 per 100.

\$450.00 per 1000.

C. HOOGENDOORN

Turner Rd. Newport, R. I.

HARDY PLANTS

We still have a good selection of healthy, field-grown perennial plants for spring shipment. If you are willing to pay \$10.00 per 100 for nice plants, then write for our new list.

WALTERS GARDENS

Route 2 Zeeland, Mich.

SALVIAS, HUSKY SEEDLINGS, extra nice
Ostrich, \$10.00 per 1000; America, \$12.00
per 1000; St. John's Fire, \$15.00 per 1000.
Packed so you need not transplant for a
week or more after arrival. Shipping now.

HOLME GREENHOUSES, Oskaloosa, Iowa

HARDY FERNS, DORMANT ROOTS
Ostrich, Lady, Clayton, Sensitive and Maidenhair, \$10.00 per 100, \$75.00 per 1000.

STRAND NURSERY CO.

Taylors Falls, Minn.

America's Best Source

for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

TEUCRIUM CHAMAEDRYS 100 1000
Top size.....\$18.00 \$150.00
Medium size.....12.00 100.00
Well rooted cuttings.....5.00 15.00
BEARSDALE NURSERY, PERRY, O.

Pansies, perennials and rock plants in wide
variety. Send for catalog.

PITZONKA'S PANSY FARM & NURSERY
Bristol, Pa.

HEDGES

HEDGE

Ligustrum sinensis (Chinese hardy Evergreen Privet), Ligustrum ovalifolium (California Privet).

Per 100 Per 1000
1/2 to 2 ft., 3 canes.....\$11.00 \$100.00
2 to 3 ft., 4 canes.....15.00 135.00
3 to 4 ft., 5 canes.....22.50 200.00

Write for complete wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

Surplus Stock
can be easily and quickly turned into
Cash

by listing it in the
American Nurseryman Classified Ads.

HOLLY

HOLLY Each. 100 1000

Ilex opaca (American Holly),
4-yr. XX, 8 to 15 ins., 5-in. pots \$0.50 \$0.45

Ilex crenata (Japanese Holly),
4-yr. XX, field heavy,

12 to 15 ins.....50 .45
8 to 12 ins.....40 .35

3-yr. X beds, 6 to 9 ins.....12 .09

Ilex crenata microphylla,
3-yr. X beds, 4 to 8 ins.....12 .09

Ilex crenata convexa (bullata),
4 to 6 ins., X beds.....15 .12

6 to 8 ins., X beds.....25 .20

8 to 10 ins., X beds.....30 .25

Ilex crenata rotundifolia,
6 to 8 ins., XX beds.....25 .22

NOTE: Ilex opaca, crenata and microphylla were produced from seeds. Ilex convexa and rotundifolia from cuttings.

BROOKFIELD GARDENS, Delaware, N. J.

HOLLY

Well-rooted, cutting-grown liners out of
3-in. pots.

Ilex cornuta rotunda.....\$0.35

Ilex crenata convexa bullata.....17 1/2

Ilex crenata helleri.....30

Ilex cornuta burfordi.....15

Ilex opaca East Palatka.....30

Ilex aquifolium, green.....35

Ilex aquifolium, silver variegated.....45

Packed 35 to a box. Minimum order 3 boxes.

Cash with order, please. F.O.B. Chino, Calif.

DESCANSO DISTRIBUTORS, INC.

Wholesale Growers Chino, Calif.

BEDDED STOCK

1 year in the open.

Per 100 Per 1000

Ilex convexa.....\$20.00 \$180.00

Ilex rotundifolia.....20.00 180.00

Sarcococca hookeriana.....25.00 180.00

Taxus browni.....17.50 150.00

Taxus hicksi.....17.50 150.00

Taxus media.....17.50 150.00

Taxus capitata, cutting-grown 25.00 225.00

SEEDLINGS AND TRANSPLANTS

Abies douglasii, 2-yr. S.....4.00 35.00

Acer palmatum, 2-yr. S.....7.50 65.00

Acer palmatum atropurpureum,
2-yr. S.....22.50 200.00

Cornus florida, 1-yr. S.....6.00 50.00

Cornus florida, 2-yr. S.....9.00 80.00

Euonymus alatus, 1-yr. S.....3.50 30.00

Euonymus alatus, 2-yr. S.....6.00 50.00

Euonymus alatus comp.,
2-yr. S.....5.00 40.00Euonymus alatus comp.,
2-yr. S.....6.00 50.00

Ilex crenata, 2-yr. S.....7.00 60.00

Picea engelmanni, 3-yr. S.....5.00 40.00

Picea excelsa, 2-yr. S.....2.50 20.00

Picea excelsa, 3-yr. S.....3.50 30.00

Picea pungens, 2-yr. S.....3.50 30.00

Picea pungens, 3-yr. S.....4.50 40.00

Pinus austriaca, 2-yr. S.....7.00 60.00

Pinus densiflora, 2-yr. S.....6.00 50.00

Pinus mughus, Tyr., 2-yr. S.....5.50 50.00

Pinus resinosa, 2-yr. S.....6.00 50.00

Pinus thunbergii, 2-yr. S.....5.50 50.00

Pinus strobus, 2-yr. S.....4.50 40.00

Pinus sylvestris, 2-yr. S.....3.00 25.00

Syringa vulgaris, 2-yr. S.....4.00 30.00

Taxus capitata, 1-yr. S.....5.00 40.00

transplants, 1-yr. S.....6.00 50.00

2-yr. S.....10.00 90.00

Tsuga canadensis, 2-yr.,
transplants, 4 to 6 ins.....9.00 80.00

3-yr. transplants, 6 to 9 ins. 16.00 150.00

4-yr. transpl., 9 to 12 ins. 25.00 250.00

5-yr. transpl., 12 to 15 ins. 36.00 350.00

Heavy liners, field-grown in nursery rows,
bare-roots.

Per 100

Cornus florida, rubra, 1-yr. buds.....\$150.00

Cornus florida, rubra, Prosser,
1-yr. buds, 18 to 24 ins.....200.00

Ilex crenata, 2 to 24 ins.....50.00

Ilex rotundifolia, 8 to 12 ins.....50.00

Buxus sempervirens, 6 to 8 ins.....35.00

Pinus thunbergii, 6 to 8 ins.....30.00

Pinus thunbergii, 8 to 10 ins.....50.00

Pinus austriaca, 8 to 10 ins.....20.00

Pinus austriaca, 10 to 15 ins.....30.00

Above stock has been transplanted several
times, ready to pot in Cloversets for call
trade. Special price on large amounts.

Pot-grown grafts, May shipment. Per 100

Acer polymorphum atropurpureum.....\$1.00

Acer dissectum.....75.00

Acer dissectum atropurpureum.....75.00

Betula laciniata (Cutleaf Birch).....60.00

Carpinus betulus fastigata.....60.00

Cornus florida rubra, Prosser.....65.00

Cornus florida pendula.....60.00

Cornus florida welchi var.....65.00

Cornus florida flore-plena.....60.00

Cornus kousa chinensis.....25.00

Cornus kousa speciosa.....60.00

Hamamelis mollis.....50.00

Fagus sylvatica riversi.....60.00

Fagus sylvatica pendula.....60.00

Fagus sylvatica heterophylla.....60.00

Fagus sylvatica fastigata.....75.00

Picea murrayana.....100.00

Pinus strobus pendula.....60.00

Pinus strobus nana.....60.00

Pinus strobus fastigata.....60.00

Pinus cembroides.....60.00

Pinus waterlana glauca.....60.00

Pine, Tanyoso.....60.00

Retinospora obtusa gracilis.....50.00

Retinospora obtusa gracilis nana.....50.00

Retinospora obtusa cripps.....50.00

Tsuga canadensis pendula.....60.00

Tsuga canadensis atrovirens.....60.00

Viburnum carlesii.....50.00

Viburnum judi.....50.00

Viburnum burkwoodi.....50.00

Special prices on large quantities.

VERKADE'S NURSERIES, Wayne, N. J.

FRENCH HYBRID LILACS

For quick profits, plant a collection of this
popular item. Available in the following fine
standard varieties:

Ludwig Spaeth, best single dark red

Chas. Joly, fine double purple

Pres. Lincoln, good single blue

Prime, Luminous, elegant double white

Mrs. Edw. Herding, fine double red

Lucy Baffet, single clear pink

6 to 12 ins. grafts, \$37.50 per 100.

12 to 18 ins. grafts, \$37.50 per 100.

Send for new spring list.

POSSUM HOLLOW NURSERIES

Philadelphia 19, Pa.

6909 Henley St.

1000 ILEX CRENATA CONVEXA
6 to 8 ins., XX, br., \$200.001000 ILEX CRENATA MICROPHYLLA,
4 to 6 ins., T, 2-in. bands, \$90.00.

Cash, F.O.B.

BROADLEAF GARDENS

Route 13 Onley, Va.

HOLLY

Well-rooted, cutting-grown liners out of
3-in. pots.

Ilex cornuta rotunda.....\$0.35

Ilex crenata convexa bullata.....17 1/2

Ilex cornuta helleri.....30

Ilex cornuta burfordi.....15

LINING-OUT STOCK

	Each, 100	1000
Helex convexa, 6 to 8 ins.	\$0.30	\$0.25
Helex hetzi, 8 to 12 ins.	.40	.35
Helex rotundifolia, 6 to 8 ins.	.39	.25
Helex rotundifolia, 8 to 12 ins.	.40	.35
Grown 2 years in beds, planted 8 ins. apart.		
The larger size makes ideal plants for gallon cans and direct sales yard sales.		
Pieris japonica, 6 to 9 ins.	\$0.30	\$0.25

GERARD K. KLYN, INC., MENTOR, O.

Wholesale Rose Growers and Nurseries

BEDDED STOCK

	100	1000
Helex crenata convexa bullata	100	1000
1-yr. good breaks	\$18.00	\$150.00
2-yr. 6 to 8 ins.	28.00	250.00
2-yr. 8 to 10 ins.	33.00	300.00
Taxus capitata, 1-yr. S.	6.00	50.00
Field-grown, ground cover size.		
Euonymus fort. coloratus, 1-yr. \$15.00		\$125.00
300 at 1000 rate.		

MENTOR ROSE GROWERS, INC.
Little Mt. Rd. Mentor, O.

FLORETUM LINE-OUTS, NONE BETTER

No storage or collected stock. All outside nursery-grown. Dug fresh on order.

Coniferous and broad-leaved Evergreens.

Modern shade and ornamental trees.

Shrubs, hedges, vines, ground covers.

Perennials, colorful Mums.

Prices reasonable. Write for listing.

PRAIRIE SOUTHWEST FLORETUM

Fall River, Kan.

EVERGREEN LINERS

Please see our display ad in this issue.

NAUGHER NURSERY

Chase, Ala.

POTTED LINERS

	Each
Pittzer Juniper, from 2 1/2-in. pots	\$0.15
Savin Juniper, from 2 1/2-in. pots	.20
Pyracantha lalandii, from 2 1/2-in. pots	.20
Pyracantha lalandii, from 3-in. pots	.30

Prices shown are for any quantity.

F.O.B. Kansas City, Mo. Cash, please.

GLASSCOCK BROS.

6119 Agnes Ave. Kansas City 30, Mo.

PYRACANTHA COCCINEA LALANDI

Hardy stock from selected fruiting plants.

Per 100

2 1/2-in. pots, T. 6 to 8 ins., branched, \$22.50

3-in. pots, TT. 8 to 10 ins., branched, .20

P. KASAN, dwarf form, heavy fruiting.

3-in. pots, TT. 8 to 10 ins., branched, .32.50

Immediate shipment. Free packing for cash.

BABCOCK GARDENS

Rt. 3 Jamestown, N. Y.

LINING-OUT STOCK

Franklinia alatamaha, 8 to 12-in.

seedlings, 2 1/2-in. pots, \$20.00

Poncirus trifoliata, 8 to 12-in.

Hillside, 2 1/2-in. pots, 2 1/2-in.

plant bands, .20

These are 2-yr. well-rooted seedlings, ready

for immediate shipment. Our stock is limited.

MILLCREEK NURSERY

Route 3 Newark, Del.

FINER LINERS

To buy the best is not only good business—it's thrifty. FINER LINERS are best for many reasons. Send for your free copy of our current catalog of ornamental aristocrats, featuring Acer to Viburnum.

JOHN VERMEULEN & SON, INC.

Peek, AN 8 Neshanic Station, N. J.

LINING-OUT STOCK

Euonymus fortunei, 2-yr. X, 8 to 12 ins.

\$15.00 per 100.

Write for better price

for larger amounts.

BLUE RIDGE NURSERY

R.D. 3 Harrisburg, Pa.

BERBERIS THUNBERGII ATROPURPUREA

Per 100

500 2-yr. T. 9 to 12 ins. \$15.00

800 2-yr. T. 12 to 18 ins. 25.00

THE COOK PLACE

Dock Rd. Madison, O.

Quick—Convenient—Cheap!

Selling through the Classified Ads

of the American Nurseryman.

PACHYSANDRAS

PACHYSANDRAS

Out of 2-in. pots, \$12.00 per 100, \$100.00

per 1000. F.O.B. Elizabeth, N. J.

DELAWARE VALLEY NURSERY

948 N. Broad St. Elizabeth, N. J.

Watch Your Results From

American Nurseryman Classified Ads.

PEONIES

PEONY PLANTS, BEST VARIETIES

VERY REASONABLE: UP TO 30.00.

VERY GOOD SELLER ON ROAD STANDS.

APPLY TO

P & M EVERGREEN FLORIST SUPPLIES

810 6th Ave. New York 1, N. Y.

PEONIES

PEONIES

Strong, healthy, cut from young stock.
3 to 5-eye, 25c; 2 to 3-eye, 18c.

3 to 2 to 5-eye 3-eye

Baroness Schroeder 140

Bunker Hill, good red 280

Duchess of Portland, single pink 75

Editha Superba 260

Felix Crousse 165

Frances Willard 135

Lady Alexandra Duff 90

L'Etincelante 40

Mary Brand 90

Mme. de Verneville 65

Mons. Jules Elie 240

Mrs. Frank Beach 45

Reine Hortense 80

Samuel Hughes 30

Solange 130

Sous. de la Bigot 35

Tourangelle 40

Venus 240

Walter Faxon 90

Would sell the entire lot for 3c less per

plant. ACT QUICKLY.

HILLENMEYER NURSERIES

Lexington, Ky.

PHLOX

HARDY PHLOX.

Strong No. 2 grade, immediate delivery.

Adonis, bright red \$8.00 per 100

American Beauty, deep pink 7.00 per 100

Cameo Queen, delicate pink 5.00 per 100

C. Vandenberg, lavender-blue 7.00 per 100

Elaine, orange-crimson 8.00 per 100

Esquire, rose-pink 8.00 per 100

Lee Schlageter, scarlet 7.00 per 100

Lynette, salmon-pink 7.00 per 100

Orange Queen, orange and salmon 8.00 per 100

Pink Charm, clear pink 7.00 per 100

Pinkette, soft pink 2.00 per 100

Ruby Lee, plum-red 7.00 per 100

Spirite, salmon-orange 8.00 per 100

World Peace, pure white 8.00 per 100

Phlox note: All phlox are bundled in 25 lots. We find the No. 2 grade useful for spring counter sale in containers and for lining-out to the field for late summer sales.

CUNNINGHAM GARDENS, INC.

Waldron, Ind.

PHLOX SUBLATA (CREEPING PHLOX)

Admiration, dainty pink with white eye

Alba, pure white flowers

Astro, deep orchid-rose

Blue Hills, attractive pale blue

Butterfly, blac blush with purple eye

Crimson Beauty, showy cyclamen-red

Sensation, pure pink with red eye.

Transplants, from field rows, \$9.00 per 100,

\$8.00 per 1000, prepaid.

Liners, \$5.00 per 100, \$45.00 per 1000, prepaid.

250 or more of a variety at 1000 rate.

Properly moss packed, labeled and shipped

transportation prepaid by us. Cash, please.

TANGLEWOOD FARM

Clinton, S. C.

HARDY PHLOX

Strong No. 1 grade, immediate delivery

for refrigerated storage.

Adonis, bright red 1.50

American Beauty, deep pink 1.75

Cameo Queen, delicate pink 2.00

C. Vandenberg, lavender-blue 1.75

Elaine, orange-crimson 2.00

Esquire, rose-pink 2.00

Lynette, salmon-pink 1.75

Mary Louise, pure white 2.00

Orange Queen, orange and salmon 2.00

Pink Charm, clear pink 1.75

Prime Minister, deep, crimson eye 2.00

Red Heart, deep, crimson eye 2.00

Ruby Lee, plum-red 1.75

Spirite, salmon-orange 2.00

World Peace, pure white 2.00

CUNNINGHAM GARDENS, INC.

Waldron, Ind.

PHLOX SUBLATA (CREEPING)

1-year-old, undivided, field-grown clumps

available for delivery when weather permits.

Per 10 Per 100

Atropurpurea, showy wine-red 1.60

Alba, a good white 1.60

Blue Hills, sky-blue 1.60

Emerald Pink, very showy pure

pink with rich, glossy evergreen

foliage 1.60

12.00

Terms: Cash, or 25 per cent, balance C.O.D.

WALTERS GARDENS

Route 2 Zeeland, Mich.

GROWER OF HARDY PHLOX.

Write for price list. A free 14x21 color

Phlox picture with every \$15.00 order.

MARVIN HOEZEE, R. 2, LYNDEN, WASH.

PRIVET

VARIEGATED PRIVET, POTTED

2 1/2-in., 10c; 2 1/2-in., 15c.

4-in. stock plants, 35c each.

BOCK, FLORIST

275 West Leffel Lane Springfield, O.

PRIVET

We can still supply

Ligustrum Amur River North.

5 canes and up, very nice.

Per 100

\$11.00

15 to 18 ins.

\$10.00

18 to 24 ins.

\$10.00 per 1000

2 to 3 ft.

\$10.00 per 1000

LITTLE MOUNTAIN VIEW NURSERIES

Rt. 84 Mentor, O.

CALIFORNIA PRIVET

(Ligustrum ovalifolium)

18 to 24 ins. \$10.00 per 1000

2 to 3 ft. \$10.00 per 1000

Ask for special quotations on larger quantities.

BOULEVARD NURSERIES

Newport, R. I.

RHODODENDRONS

HYBRID RHODODENDRONS

For the past four years we have concentrated

exclusively on the production of own-root hybrid Rhododendrons. We now offer in

3-in. bands or in flats, vigorous well-rooted

stem cuttings.

AMERICA

\$75.00 per 100

Catawbiense album

75.00 per 100

Caractacus

75.00 per 100

Giganteum

75.00 per 100

Roseum elegans

50.00 per 100

No shipping

EAST NORTHPORT NURSERIES

415 Clay Pitts Rd.

East Northport, L. I., N. Y.

Phone Forest 8-7240

RHODODENDRONS

For immediate shipment. Unnamed hybrids

of hardy ponticum, catawbiense parentage.

Good foliage. For understock, growing

on or over the counter sales. With firm,

lightweight bark, twice transplanted, bed-grown.

4 to 6 ins., 20c each; approx. 25 lbs. per crate,

6 to 8 ins., 25c each; approx. 28 lbs. per crate,

50 plants per crate. Order by crate only.

500 or more of a size, 10 per cent discount.

Lightweight, expert frost-proof crating

free. Cash with order.

RICHARD P. RESEL NURSERY

Mulino, Ore.

2-YR. GRAFTED

HYBRID RHODODENDRONS

1-yr. bedded and 1-yr. lath house grown.

Reds: Dresselhuys, Rutgers, Bettex, Lovink,

E. S. Rand. Pinks: Roseum elegans and others.

Bed-run, 8 to 12 ins., \$1.50 each.

Minimum order 25 plants. Cash with order.

Free packing. Shipped express collect, beetle zone only.

WINDY HILL NURSERIES

Dr. C. R. Shuster, owner

Wood St. Phone 32744

Saltsburg, Pa.

RHODODENDRONS

2000 hybrid red; second season of blooming.

Excellent, well-rooted, well-grown.

Will sell all or in 100 or more lots.

Will make you a good deal.

Come and see them or write.

Also have Pin Oak and Red Maple.

Best offer takes all.

CARL TORCH

32228 Glen Arden Dr. Willowick, O.

RHODODENDRON HYBRIDS

1-year, field-grown grafted plants imported

from Holland in the spring. \$75.00 per

100, \$350.00 per 500, \$650.00 per 1000 lot.

List of varieties on demand.

PARENTIER'S ROSES

Bayport, L. I., N. Y.

25,000 hybrid

ROSEBUSHES—Continued

QUALITY ROSES

GROWN IN NORTHERN OHIO
A few varieties of patented Roses in No. 1 and No. 1½ grade still available for spring. Send for list.

MENTOR ROSE GROWERS, INC.
Little Mountain Rd., Mentor, O.

ROSEBUSHES.
Wholesale only.

I GIVE UP!

After several hours trying to write an ad with sales appeal, will simply say they are the best I have ever seen. Write for complete list and prices today.

NEW LONDON ROSES

Box 876 Overton, Tex.

FIELD-GROWN ROSEBUSHES
FINEST QUALITY

Hybrid Teas, Floribundas,
Polyanthas and Climbers.

Price and variety list on request.

WELLS BROS. NURSERY

Box 626 Lindale, Tex.

ROSES

Kissed by the breezes of Lake Erie.
Buy root, potted or try our NEW eye appealing packaged Roses. Also packaged shrubs and fruit trees. Send for list today.

FELIX ZAMPINI & SONS

Painesville, O.

SEEDS

LAWN SEED

Wholesale prices for spring 1956.

LANDSCAPE GARDENERS' MIXTURE, 50 lbs. 100 lbs.

In 50- and 100-lb. bags. \$23.00 \$46.00
In 5-lb. printed bags. 27.00 50.00

CEMETERY MIXTURE, in 50 and 100-lb. bags. 28.00 52.00

SHADY MIXTURE, in 50 and 100-lb. bags. 22.00 40.00
in 5-lb. printed bags. 24.00 44.00

F.O.B. New York, 300 lbs. shipped freight paid.

Write for complete list showing contents of above formulas and current prices for individual grasses.

HEREST BROTHERS

SEEDSMEN, INC.

678 Broadway New York 12, N. Y.

WILD FLOWER AND OTHER PERENNIAL SEEDS.

LIST ON REQUEST.

AMERICAN PERENNIAL GARDENS
P. O. BOX 37
GARDEN CITY, MICH.

HALICTRUM LAVENDER MIST
This beautiful new hardy perennial has proved outstanding both as a cut flower and for the border. Use it same as Baby's Breath.

Generous tr. pkt., \$1.00; \$6.00 an oz.

SUNNY BORDER NURSERIES
Kensington, Conn.

SHRUBS AND TREES

SHADE TREES

These are good, well-branched, root-pruned trees.

SILVER MAPLE

	Each	Each
5 to 24	25 up	
6 to 8 ft.	\$1.50	\$1.25
8 to 10 ft.	2.00	1.75

SYCAMORE, Oriental Plane Tree

	Each	Each
6 to 8 ft.	1.50	1.25
8 to 10 ft.	2.00	1.75

WILLOW, Golden Twig

	Each	Each
6 to 8 ft.	2.00	1.75
8 to 10 ft.	2.50	2.25

WILLOW, Cork-screw

	Each	Each
6 to 8 ft.	2.50	2.25
8 to 10 ft.	3.00	2.75

PRUNUS PISSARDI

	2-yr., 11/16-in. to 5 ft.	1.00
1-yr., 9/16-in.	4 to 5 ft.	.75

REDBUD

	Each	Each
3 to 4 ft.	1.00	.80
4 to 5 ft.	1.25	1.00

5 to 6 ft. 1.75 1.50

F.O.B. Clyde, O. Picking at cost.

THE CLYDE NURSERY
Clyde, O.

EVERGREENS, B&B

Priced each

300 Andorra Juniper, 18 to 24 ins. \$2.00

430 Andorra Juniper, 2 to 2½ ft. 2.50

700 Andorra Juniper, 2½ to 3 ft. 3.00

Full, properly sheared, compact plants.

7500 Andorra Juniper, liners, 3-yr., 8 to 12 ins. \$17.00 per 100, \$150.00 per 1000.

DOGWOOD, white-flowering.

800 3 to 5 ft. 2.25

1400 4 to 5 ft. 2.75

550 5 to 6 ft. 3.50

240 6 to 7 ft. 4.50

These are choice, nursery-grown, properly balled trees. Come and see them. Phone 295.

WHERRY'S NURSERIES, St. Marys, W. Va.

Wholesale growers

ROOT GRAFTS

MALUS (flowering crab apple), \$12.00 per 100.

Atrosanguinea Hopa

Bechtel Parkman

Dolgo Theifera

Eley Spectabilis

Floribunda Red and Silver

Gloriosa

EVER VARIETIES, \$16.00 per 100.

Almer Prince Georges

Bedfield Katherine

SYRINGAS (French Lilac), \$15.00 per 100.

Charles X. Pres. Grey

Ludwig Spaeth Mme. Lemoine

FLOWERING QUINCES, \$15.00 per 100.

Charming, pink Snow, white

Coral Beauty, coral Stanford Red, red

PINK DOGWOOD, \$25.00 per 100.

No orders accepted after April 1.

Cash with order, no packing charges.

Shipments now to April 15.

POT GRAFTS

All understocks established 1 year in pots.

Available after May 15.

Per 100

Acer palmatum atropurpureum (Red Jap. Maple) 65.00

Acer palmatum dissectum atropurpureum (Red Cutleaf Jap. Maple) 65.00

Acer platanoides (Pässens Black) 65.00

Cornus florida subra (pink Dogwood) 50.00

Cornus florida rubra Prosser (red Dogwood) 65.00

Cornus florida pendula (Weeping) 65.00

Cornus florida plena (double-flowering White Dogwood) 50.00

Cornus florida weitchi (Variegated) 60.00

Fagus sylvatica asplenifolia (fernleaf Beech) 65.00

Fagus sylvatica pendula (Weeping Beech) 65.00

Fagus sylvatica riversi (Purple Beech) 65.00

Fagus sylvatica stricta (Columnar Beech) 65.00

HEAVY ROOTED CUTTINGS
ONCE TRANSPLANTED

Ready now.	100	1000
Berckmans' <i>aurea</i> nana, 3 to 4 ins.	10.00	\$90.00
Globosa, 3 to 4 ins.	9.00	80.00
Juniper, Pfitzer, 4 to 6 ins.	9.00	80.00
Ilex rotundifolia, 3 to 4 ins.	6.00	50.00
Ilex cornuta, 3 to 4 ins.	6.00	50.00
Ilex burfordi, 3 to 4 ins.	6.00	50.00
Buxus harlandi, 2 to 4 ins.	4.00	30.00
Buxus japonica, 3 to 4 ins.	4.00	30.00
Gardenia radicans, 4 to 6 ins.	4.00	30.00
Gardenia Hadley, 4 to 6 ins.	4.00	30.00
Gardenia veitchii, 4 to 6 ins.	4.00	30.00
Gardenia stricta nana, 4 to 6 ins.	4.00	30.00
Osmanthus fragrans, 4 to 6 ins.	6.00	50.00
Pittosporum tobira, 4 to 6 ins.	6.00	50.00
Magnolia nigra, 4 to 6 ins.	10.00	90.00
Pyracantha formosa, 4 to 6 ins.	6.00	50.00
Retinospira ericoides, 4 to 6 ins.	5.00	40.00
Ilex East Palatka, 4 to 6 ins.	5.00	40.00
FLOWERWOOD NURSERY, INC.		
P. O. Box 185		
Cairo, Ga.		

DOGWOODS

CORNUS FLORIDA RUBRA Per 100

18 to 24 ins., 1-yr. br.	\$100.00
2 to 3 ft., 1-yr. br.	125.00
3 to 4 ft., 1-yr. br.	165.00
2 to 3 ft., 2-yr. br.	200.00
3 to 4 ft., 2-yr. br.	250.00
4 to 5 ft., 2-yr. br.	325.00

CORNUS FLORIDA PLENA

12 to 18 ins., 1-yr. br.	70.00
18 to 24 ins., 1-yr. br.	100.00
2 to 3 ft., 1-yr. br.	150.00
2 to 3 ft., 2-yr. br.	175.00
3 to 4 ft., 2-yr. br.	200.00

Those above are balanced as to height and root system. Budded on transplanted *Cornus florida* seedlings. Can supply some grades in larger quantities. Write for quotations and price list.

BEYERS NURSERY CO.

Chase, Ala.

JAPANESE RED MAPLE SEEDLINGS
ACER PALMATUM ATROPURPUREUM

All seedlings dark red.

WELL-HARDENGE TRANSPLANTS FROM
OPEN FIELD BEDS.

250 or	Each. 100 over
2-yr., 6 to 8 ins., unbranched	\$.02.22
2-yr., 8 to 10 ins., lightly br. T.	.28
2-yr., 10 to 12 ins., lightly br. T.	.38
2-yr., 12 to 15 ins., lightly br. T.	.45

SUITABLE FOR FIELD PLANTING

2-yr. X, 6 to 8 ins., br. T.	.43
2-yr. X, 8 to 10 ins., br. T.	.48
2-yr. X, 10 to 15 ins., br. T.	.60

Packed in sphagnum. Can ship until April 15. 20 per cent deposit will reserve order, balance before delivery.

HUBES NURSERIES

Rt. 130 Riverton, N. J.

PRIVET HEDGE

Amur River and Ibolium Privet	Per 1000
1-yr., 9 to 18 ins., 2 canes or more.	\$.35.00
1-yr., 6 ins.	15.00
1-yr., 9 to 18 ins., 1 cane	25.00

Ibolium Privet

Each	
3-yr., 2 to 3 ft.	\$.01.16
3-yr., 3 to 4 ft.	.01.16
3-yr., 2 to 3 ft.	.20

English Privet

3-yr., 2 to 3 ft.	.20
These are nice, well-rooted, bushy plants.	

Samples will be sent on request.

Lombardy Poplar

Per 100	
1-yr., 4 to 5 ft.	\$.12.00
1-yr., 5 to 6 ft.	16.00

Discounts on large orders.

PAUL'S NURSERY

R.F.D. 3 Shelby, O.

Phone 32161

SHRUBS AND TREES

Per 100 Per 1000

Cherry-Laurel, 12 to 18 ins. \$ 4.00 \$35.00

18 to 24 ins. 4.00 40.00

Yaupon Holly, 6 to 12 ins. 5.00 40.00

12 to 18 ins. 8.00 70.00

Live Oaks, 12 to 18 ins. 4.00 35.00

2 to 3 ft. 10.00 80.00

American Holly, 4 to 6 ins. 5.00 45.00

6 to 12 ins. 10.00 90.00

12 to 18 ins. 12.50 ...

Euonymus Japonicus, 6 to 8 ins. 7.00 60.00

L. H. BUTTER NURSERY CO.

Forest Hill, La.

SHRUBS AND TREES

EUONYMUS F. VEGETUS Each

15 to 18 ins., TT, B.R.	\$.07.50
15 to 18 ins., TT, potted	1.00

WHITE DOGWOOD

2 to 4 ft., B&B.	2.00
4 to 5 ft., B&B.	3.00
5 to 6 ft., B&B.	4.50

PINK DOGWOOD

3 to 4 ft., B&B.	4.50
4 to 5 ft., B&B.	6.00

Nursery pickup only.

THE COOK PLACE

Dool Rd. Madison, O.

SHRUBS AND TREES

Acer palmatum atropurpureum, 100 1000

1-yr., S. 3 to 6 ins. \$15.00 \$125.00

Berberis thunbergii atropurpurea, 1-yr., S. 6 to 10 ins. 6.00 50.00

Myrica pensylvanica, 1-yr., S. 4 to 6 ins. 4.00 35.00

Viburnum Wrightii, 1-yr., S. 6 to 10 ins. 10.00 75.00

HESS' NURSERIES

P. O. Box 788 Mountain View, N. J.

MAGNOLIAS

Soulangiana, heavy 6 ft., B&B, \$7.50; heavy 5 ft., B&B, \$6.00; heavy 4 ft., B&B, \$5.00; heavy 3 ft., B&B, \$3.50; 2 to 3 ft., 3-year-old, in beds, \$1.50, B.R.; 18 to 24 ins., 2-year, in beds, \$1.00. *Magnolia stellata*, 3x3 ft., very heavy, B&B, \$4.50; 4x4 ft., very heavy, B&B, \$6.50; 5x5 ft., very heavy, \$8.50; 6 ft., very heavy, \$12.50. Also *Magnolias*, species nigra, lennei, rusticana, *parviflora* and *alexandrina*.

BAIER LUSTGARTEN NURSERIES

Jericho Turnpike, Middle Island, L. I., N. Y.

Phone Yaphank 4-3444.

EVERGREENS AND SHRUBS

Finished landscape stock.

Cotoneaster divaricata,	
2 to 3 ft., B&B, each	\$1.75
Cotoneaster divaricata,	
3 to 4 ft., B&B, each	2.00
Cotoneaster zabelii, 2 to 3 ft., B&B, each	2.00
Arborvitae, <i>globosa</i> , 2 to 3 ft., B&B...	2.25
Arborvitae, Berckmans' Golden,	2.25

THUNDERCLOUD PURPLE-LEAVED

PLUM

5 to 6 ft., well bran., \$1.10 each, \$100.00 per 100

6 to 8 ft., well bran., 1.25 each, \$12.00 per 100

6 to 8 ft., XX, well bran., 1.35 each, \$12.00 per 100

U. S. 50 E. Vincennes, Ind.

FLORAL GARDENS, EATON, O.

Stock ready for spring 1956 delivery.

FLOWERING CRABS

40 varieties, best of the old and newer varieties. 1-yr. whips and branched. Also 3-yr., once transplanted, 6 to 8 ft. Descriptive booklet available.

Eley and Hopa, 4 to 5 ft., 90c each, \$80.00 per 100; 5 to 6 ft., \$1.10 each, \$100.00 per 100.

THUNDERCLOUD PURPLE-LEAVED

PLUM

5 to 6 ft., well bran., \$1.10 each, \$100.00 per 100

6 to 8 ft., well bran., 1.25 each, \$12.00 per 100

6 to 8 ft., XX, well bran., 1.35 each, \$12.00 per 100

U. S. 50 E. Vincennes, Ind.

LINERS

Azalea mollis, 3-yr., br. 6 to 8 ins. \$0.35

alatclarensis, 3-yr., 4 to 6 ins., br. .35

Clematis montana, 3-in. pots. .35

Daphne cneorum, rooted cuttings .12

Daphne odora, 2-in. pots. .25

Gentiana aculeata, 10-in. spread .10

Pieris japonica, C. 2-in. pots. .20

Viburnum burkwoodii, rooted cuttings .15

burkwoodii, 3-in. pots. .35

Cash with order, please.

FOUR STAR NURSERIES

8215 238th S. W. Edmonds, Wash.

OKA SEEDLINGS

(Quercus)

We are offering the following varieties, grown under irrigation, *White Oak* (*alba*) and *Pin Oak* (*palustris*).

Stock must be moved from ground it is on this season.

UNADILLA NURSERY

Johnson City, N. Y.

CHINESE ELM LINERS

(Quercus)

2 to 3 ft. .40 per 100

3 to 4 ft. .60 per 100

4 to 5 ft. B.R. .10.00 per 100

5 to 6 ft. B.R. .30 each

TRANSPLANTS

6 to 7 ft., 1/2 to 3/4-in. .75 each

7 to 8 ft., 3/4 to 1 1/2-in. 1.00 each

8 to 9 ft., 1 to 1 1/2-in. 1.50 each

WEITZEL'S NURSERY

North Platte, Neb.

2-YEAR SEEDLINGS

(Acer saccharinum)

Silver Maple, 6 to 12 ins. \$7.50

Silver Maple, 12 to 18 ins. 12.50

Silver Maple, 18 to 24 ins. 17.50

Silver Maple, 2 to 3 ft. 25.00

Silver Maple, 3 to 4 ft. 32.50

Silver Maple, 4 to 5 ft. 50.00

THE PARK NURSERY

911 Pike St., W. Huntsville, Ala.

WEEPING WILLOWS

(Salix nigra, 2-yr., staked plants)

Per 100 rate

4 to 5 ft. B.R. \$0.45 \$0.35

5 to 6 ft. B.R. .75 .55

6 to 8 ft. B.R. 1.00 .75

Ask for special quotations on B&B Willows.

BOULEVARD NURSERIES

Newport, R. I.

CORNUS FLORIDA

(Cornus florida)

6-yr. transplants, heavy, 3 to 4 ft., \$1.00;

B. R., \$1.50; 1-yr. seedlings, 6 to 8 ft.,

18 to 24 ins., \$30.00 per 1000; 2-yr. seedlings, 12 to 18 ins., \$50.00 per 1000; 3 and 4-yr., 24 to 36 ins., \$100.00 per 1000.

BAIER LUSTGARTEN NURSERIES

Jericho Turnpike, Middle Island, L. I., N. Y.

SHRUBS AND TREES

1000 Rhododendron hybrida, 2-yr., trans.

75 per cent grafted, \$1.00 each.

1000 Taxus baccata, 12 to 18 ins., bushy,

Several thousand liners. Ask for prices.

MARINUS VANDER POL, NURSERYMAN

Fairhaven, Mass.

COTONEASTERS

(Cotoneaster)

Horizontalis, 2 1/2-in. pots, \$15.00 per 100;

6-in. cans, \$1.00. Divaricata, 2 1/2-in. pots,

\$15.00 per 100; 6-in. cans, \$1.00. Praecox,

2 1/2-in. pots, \$20.00 per 100; 6-in. cans, \$1.50.

BAIER LUSTGARTEN NURSERIES

Jericho Turnpike, Middle Island, L. I., N. Y.

Phone Yaphank 4-3444.

500 GLEDTISIA TRIACANTHOS INERMIS

5 to 8 ft., twice transplanted.

500 ILEX GLABRA

18 to 30 ins., heavy, pruned, bushy plants.

Above items will be priced row run or graded.

BUCKLIN FRUIT FARM & NURSERIES

Phila, N

SHRUBS and TREES—Continued**CHINESE ELMS**

Well branched, hand-pruned, straight.	Each, 100
6 to 8 ft.	\$0.50
8 to 10 ft. ....	.75
Boxing and bedding at cost.	

SIMS FRUIT & NURSERY FARMS

Phone 6005 W3 Hannibal, Mo.

Euonymus alatus compactus, transplants. For spring 1956. Bare root; sturdy plants. 12 to 15 ins., branched low; each \$0.65 per 100. 15 to 18 ins., branched low; each .75 per 100. F.O.B. Northampton, Mass.

Free packing, if cash with order.

Twin Cedar Nursery, Williamsburg, Mass.

SURPLUS'S SEEDLINGS, NURSERY-GROWN

CHINESE ELM, well rooted:

8 to 12 ins., row-run \$1.00 per 100
MAHONIA aquifolium, exceptionally nice;
2 to 3 ins., row-run \$5.00 per 100

Free packing, cash with order.

MELLINGER'S Box 247H, North Lima, O.

SHRUBS AND TREES

See our Classified ad in this issue under LINING-OUT STOCK.

T. G. OWEN & SON, INC.

Columbus, Miss.

Colo. and Black Hills Spruce, 2½ to 4 ft.; Mugho Pine, 12 to 24 ins.; Mountain Ash, 3 to 5 ft.; American Ash, 1½ to 2½-in. cal. Pequot Nurseries, Brainerd, Minn.

TRITOMAS

TRITOMA PFITZERI (Red Hot Poker)
No seedlings. True, all fall and summer blooming. The exclamation point of the garden. 100 strong plants, \$15.00; 250 strong plants, \$30.00; 1000 strong plants, \$100.00; 10,000 strong plants, \$900.00. Order now. Can be shipped from today until April 1, 1956.

JOHN M. BELZINGA

P. O. Box 142 Benton Harbor, Mich.

VEGETABLE PLANTS**WHOLESALE PRICE LIST, 1956****VEGETABLE PLANTS**

Plant variety	Date ready	Per 1000
Cabbage	Now	\$2.00
Collard	Now	2.00
Onion	Now	1.50
Lettuce	Mar. 15	2.50
Broccoli	Mar. 15	3.50
Cauliflower	Mar. 15	6.50
Pepper	Apr. 15	4.00
Eggplant	Apr. 15	4.00
Tomato	Apr. 15	3.50
Hybrid Tomato	Apr. 15	5.50
Vine Sweet Potato	Apr. 15	5.00
Bunch Sweet Potato	Apr. 15	8.25

All above prices F.O.B. Albany. Leading varieties. Write for catalog. Large, fresh plants. Prompt shipment. Write or wire.

PIEDMONT PLANT CO.

Albany, Ga.

Dept. 905

VEGETABLE ROOTS**RHUBARB**

Chipman's Canadian Red Rhubarb. No. 1 divisions, \$35.00 per 100. 25 divisions at the 100 rate.

VAN DE MOORELL PERENNIAL GARDENS
7250 18½ Mile Rd., Utica, Mich.

WANTED**WANTED**

2 CORNUS FLORIDA RUBRA
2 to 2½-in. caliper or more, approximate height 10 ft., as closely matched pair. QUOTE PRICE.

HUNTSVILLE NURSERY

Star Route Dallas, Pa.

WANTED

Pyramidal Arborvitae

200, 5 to 6 ft., \$5.00 each.

Heavy, grown 3x4 ft.

Will trade for lining-out stock.

VALLEY GARDENS, INC.

Accord, N. Y.

Wanted—Best Black Walnuts and Interlaken seedless Grape vines and cuttings. The Specialty Nursery, Tonasket, Wash.

SUPPLIES AND SERVICES**BIRD FEEDERS****BIRD FEEDERS**

Wild bird feeding stations and houses are now big business. If located in a suburban or rural area, you can share BIG profits. Generous discounts, fast turnover, many repeat sales. Write on your letterhead for Catalog HN.

McHUTCHISON & CO.

95 Chambers St. New York 7, N. Y.
311 S.E. Belmont Portland 14, Ore.**BURLAP****NURSERY BURLAP AND SQUARES**

We can give you prompt delivery on either new or used burlap and burlap squares for baling. All sizes and constructions available. We also stock open mesh bags for burlap shipping and open mesh squares.

Nurserymen in the North Central States will find the freight costs from our plant much to their advantage. Write us for quotations on your needs.

SAM MILLER BAG CO.
861-71 E. Hennepin Ave., Ph. Federal 3-7107
Minneapolis 14, Minn.

FERTILIZERS**SOLUBLE FERTILIZERS**

PETERS SPECIAL, 20-20-20, general purpose feed.

PETERS SPECIAL, 21-7-7, chelate iron, Azalea neutral.

PETERS SPECIAL, 21-7-7, chelate iron, Azalea acid.

\$6.50 per 25-lb. bag, \$22.00 per 100 lbs.

F.O.B. Allentown, Pa.

ROBERT B. PETERS CO.

729 N. 7th St. Allentown, Pa.

Allentown, Pa.

All other sizes quoted on request.

5 per cent discount on order of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are ¾-in. thick; ends are ½-in. Plant boxes are thinner.

All material surfaced on one side.

Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus ¼¢ per piece for the first 1000 ends. ½¢ per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check.

H. C. HILL & SONS, Cook, Minn.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x16x3 ins. inside measure.

\$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bdl.

50 pcs. to bundle, 5 ft., \$4.50 per bdl.

50 pcs. to bundle, 6 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown 2, O.

Start Your Offer Now

in the American Nurseryman

And Watch Sales Climb.

LABELS**DAHLIA OR TREE LABELS**

Priced per 1000

Plain Painted

3½x½ ins., notched (not wired) \$2.50 \$3.00

3½x½ ins., wired (copper) 3.30 4.10

POT LABELS

4x½ ins. (cartons 1000 each) 3.30 3.95

5x½ ins. (cartons 1000 each) 3.60 4.30

6x½ ins. (cartons 1000 each) 3.90 4.85

8x½ ins. (cartons 500 each) 6.00 7.20

10x½ ins. (cartons 500 each) 7.00 8.50

GARDEN STAKES

Price per carton

8x ½ ins. (cartons 250 each) 2.50 3.00

10x ½ ins. (cartons 250 each) 2.75 3.25

12x ½ ins. (cartons 100 each) 1.75 2.00

EVERMARD PENCILS

The original label marker. 1 doz. 7-in. pencils per box, \$1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."

YOHO & HOOKER

Youngstown 2, O.

WOOD LABELS

Finest grade. Smooth White Pine.

POT LABELS Per 1000

4x½ ins. (1000 per carton) \$3.00 \$3.55

5x½ ins. (1000 per carton) 3.20 3.80

6x½ ins. (1000 per carton) 3.50 4.30

8x½ ins. (500 per carton) 5.15 6.35

10x½ ins. (500 per carton) 6.15 7.45

12x½ ins. (500 per carton) 7.15 8.75

GARDEN LABELS

8x ½ ins. (250 per carton) 7.50 8.70

10x ½ ins. (250 per carton) 8.50 9.80

12x ½ ins. (100 per carton) 14.50 16.50

TREE LABELS

3½x½ ins., copper-wired, 3.55 4.35

CELLULOID LABELS

3½x½ ins., copper-wired, per box of 100. \$1.75

WEATHERPROOF PENCILS

Each, 10c; doz. \$1.00; gross, \$11.00.

AMERICAN FLORIST SUPPLY CO.

1335 W. Randolph St. Chicago 7, Ill.

Small Ads Do Great Things in the American Nurseryman Classified Section.

LEAF MOLD

Decayed hardwood (Oak) leaf mold. Hard materials make best compost. Well composted. \$1.50 per 100-lb. bag, \$20.00 per ton, bagged; carlot, loose, \$16.00 per ton. Priced F.O.B. Stover, R. Blackman, Stover, Mo.

Watch Your Results From

American Nurseryman Classified Ads

VEGETABLE ROOTS**RHUBARB**

Chipman's Canadian Red Rhubarb.

No. 1 divisions, \$35.00 per 100.

25 divisions at the 100 rate.

VAN DE MOORELL PERENNIAL GARDENS

7250 18½ Mile Rd., Utica, Mich.

WANTED**WANTED**

2 CORNUS FLORIDA RUBRA

2 to 2½-in. caliper or more,

approximate height 10 ft.,

as closely matched pair.

QUOTE PRICE

HUNTSVILLE NURSERY

Star Route Dallas, Pa.

WANTED

Pyramidal Arborvitae

200, 5 to 6 ft., \$5.00 each.

Heavy, grown 3x4 ft.

Will trade for lining-out stock.

VALLEY GARDENS, INC.

Accord, N. Y.

Wanted—Best Black Walnuts and Interlaken seedless Grape vines and cuttings.

The Specialty Nursery, Tonasket, Wash.

ORCHID SUPPLIES

FULEX FUMIGATORS, safe, efficient, proven. Parathion for red spiders, thrips and aphids. Can not be sent parcel post.

1000 and 2000 cu. ft. Each, 65c; 12, \$7.00; 24, \$10.50.

5000 cu. ft. Each, 75c; 12, \$8.50; 24, \$13.50.

FULEX APHID SMOKE FUMIGATORS

Kills white adult flies and aphids. Non-persistent.

1000 to 2000 cu. ft. Each, 60c; 12, \$6.50; 24, \$10.00.

5000 cu. ft. Each, 70c; 12, \$8.00; 24, \$13.00.

FULEX SPIDER, MITES FUMIGATORS

nonpoisonous. Contains Aramite. Kills two-spotted mites and red spiders. Same price as Parathion Fulex Fumigators.

Priced F.O.B. Subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St., Houston 9, Tex.

Surplus Stock can be easily and quickly turned into Cash

by listing it in the American Nurseryman Classified Ads.

PEAT MOSS**VAZACO BRAND PEAT MOSS**

Finest horticultural German peat moss.

Packed in 7½ cubic foot bales.

8 slats, 4 wires, brand new burlap.

makes VAZACO peat moss your best buy.

Ask now for prices.

VAN ZANTEN & CO.

316 East Chelten Ave., Philadelphia 44, Pa.

Phone Victor 8-1405-6

EXTRA! Also ask for 1956 prices on Holland bulbs. We guarantee highest quality and lowest price.

HOLLAND PEAT MOSS

"BRODLEAF" quality. Just arrived.

Standard burlapped bales,

\$3.65 each; 10, \$34.25.

Priced F.O.B. Houston.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St., Houston 9, Tex.

Philadelphia Importer specializing in good quality, 7½ cu. ft. bales, offers lowest possible prices. Do not be disappointed this year; get price and delivery by contacting

Garden Friend Peat Moss, 330 N. 3rd St., Philadelphia 6, Pa. Phone Market 7-1642.

Turn Stock into Dollars by Listing It in the Classified Ads of the American Nurseryman.

RAFFIA

FORGET-ME-NOT RAFFIA

Eastcoast Madagascari XXX natural.

Westcoast Madagascari AAA natural.

Colored Raffia (20 colors).

Highest quality. Lowest prices.

Write for quotation.

THE JOSEPH M. STERN CO.

1968 East 66th St., Cleveland 3, O.

PLANT TUBS

UTILITY PLANT TUBS					
Made from New England White Pine			F.O.B. Chicago		
Size	Per 100	Per 100	Per 100	Per 100	Per 100
7 x 7 in.	\$77.50	\$85.00	\$85.00	\$92.50	\$92.50
8 x 5 in.	72.50	80.00	80.00	87.50	87.50
8 1/2 x 6 1/2 in.	75.00	82.50	82.50	90.00	90.00
9 x 8 in.	80.00	87.50	87.50	95.00	95.00
9 x 6 in.	77.50	85.00	85.00	92.50	92.50
9 x 9 in.	85.00	92.50	95.00	102.50	102.50
10 1/2 x 6 1/2 in.	85.00	92.50	95.00	102.50	102.50
10 x 9 in.	92.50	100.00	107.50	115.00	115.00
11 x 7 in.	85.00	92.50	100.00	107.50	107.50
12 x 7 in.	92.50	100.00	107.50	115.00	115.00
12 x 9 in.	110.00	117.50	130.00	137.50	137.50
12 x 11 in.	145.00	152.50	165.00	172.50	172.50
14 x 8 in.	150.00	157.50	170.00	177.50	177.50
14 x 13 in.	175.00	182.50	195.00	202.50	202.50

ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.
Phone: Monroe 6-3082

SPHAGNUM MOSS

Fresh, clean sphagnum, large standard burlap bales, \$1.50 each. Write for prices on wire bound, burlap bales, in truck or carlots. Pure Sphagnum Moss Co., City Point, Wis.

Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered. Warrens Moss Co., Warrens, Wis.

Start Your Offer Now
in the American Nurseryman
And Watch Sales Climb.

STAKES

BAMBOO STAKES, DOMESTIC		DIRECT FROM THE PRODUCER	
PENCIL THICKNESS	Per 1000	PENCIL THICKNESS	Per 1000
1 1/2 ft., green	\$3.00	1 1/2 ft., green	\$3.00
2 ft., green	4.80	2 ft., green	4.80
3 ft., green	6.20	3 ft., green	6.20
4 ft., green	7.60	4 ft., green	7.60
5 ft., green	9.50	5 ft., green	9.50
6 ft., green	11.40	6 ft., green	11.40
7 ft., green	13.30	7 ft., green	13.30
8 ft., green	15.20	8 ft., green	15.20
9 ft., green	17.10	9 ft., green	17.10
10 ft., green	19.00	10 ft., green	19.00
11 ft., green	22.80	11 ft., green	22.80
12 ft., green	26.60	12 ft., green	26.60
HEAVY			
Per 100	1 1/2 ft., green or natural	500	1000
4 ft., green or natural	\$2.85	\$3.44	\$4.24
5 ft., green or natural	3.60	4.30	5.30
6 ft., green or natural	4.32	5.16	6.36
7 ft., green or natural	5.04	6.02	7.42
8 ft., green or natural	5.76	6.88	8.48
9 ft., green or natural	6.48	7.68	9.54
10 ft., green or natural	7.20	8.40	10.60
11 ft., green or natural	7.74	8.96	11.66
12 ft., green or natural	8.28	9.52	12.72
Approximate average	thickness at bottom		

A. C. PATTERSON, CENTER TOWN, KY.

BAMBOO CANE STAKES	
Dyed green, pencil thickness.	Packed 2000 per bale.
1 1/2 ft.	\$3.50
2 ft.	4.50
3 1/2 ft.	5.60
4 1/2 ft.	7.00
5 ft.	8.50
6 ft.	10.00
7 ft.	11.50
8 ft.	13.00
9 ft.	14.50
10 ft.	16.00
11 ft.	17.50
12 ft.	19.00
13 ft.	20.50
14 ft.	22.00
15 ft.	23.50
16 ft.	25.00
17 ft.	26.50
18 ft.	28.00
19 ft.	29.50
20 ft.	31.00
21 ft.	32.50
22 ft.	34.00
23 ft.	35.50
24 ft.	37.00

F.O.B. CHICAGO

Quantity discounts: 10 bales up, less 5 per cent; 25 bales up, less 10 per cent.

ALEC HENDERSON, INC.

1305 W. Randolph St. Chicago 7, Ill.

NRS

NURSERY BAMBOO STAKES

These imported stakes are specially selected for nursery use. All are bottom or butt cuts for minimum taper, cut closely to a joint to reduce splitting. These are the finest quality available.

Per bale
4 ft., 1/2 to 5/8-in. dia., 500 per bale... \$22.50
5 ft., 5/8 to 3/4-in. dia., 250 per bale... 17.50
6 ft., 3/4 to 5/8-in. dia., 200 per bale... 17.50
7 ft., 5/8 to 7/8-in. dia., 150 per bale... 19.00
8 ft., 5/8 to 7/8-in. dia., 100 per bale... 16.00
Less these generous quantity discounts:
5 bales up, less 10 per cent; 10 bales up, less 15 per cent; 25 bales up, less 20 per cent. Bale lots only.

F.O.B. New York. Immediate shipment. Pencil thick bamboo stakes also available. Write for prices.

McHUTCHISON & CO.
695 Grand Ave. Ridgefield, N. J.

STAKES, GALVANIZED HARD STEEL
FOR GREENHOUSES AND NURSERIES.
BENCH WIRE, galvanized.

STAKE FASTENERS.
Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

CYPRESS PLANT STAKES

50 Pieces to Bundle	
1x1-in.—3 ft., pointed	\$3.00 per bundle
1x1-in.—4 ft., pointed	3.50 per bundle
1x1-in.—5 ft., pointed	4.50 per bundle
1x1-in.—6 ft., pointed	5.50 per bundle
1x1-in.—7 ft., pointed	7.00 per bundle

These stakes are made of cypress and redwood; are good, strong stakes and will give long service. A little better than seems necessary."

WE SHIP SAME DAY!
YOHOO & HOOKER

Youngstown, O.

CALIFORNIA REDWOOD STAKES	
No. 1 grade, dyed green and pointed.	
(F.O.B. California)	Per 100
1x1 1/2 x 2 ft.	\$2.15
1x1 1/2 x 3 ft.	2.50
1x1 1/2 x 4 ft.	3.00

Free catalog of other REDWOOD products.

FERN HAWAII CO., INC.
P. O. Box 216

Wilmington, Calif.

NOW... A SPECIAL
Taubman
BLACK INDELIBLE
MARKING PENTO MARK
WOOD LABELS
AND TAGS

MODEL #329 N

6 1/2 INCHES
LONG
39¢
Fed. Tax included

- Disposable . . . No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow, insects, soil bacteria

INQUIRIES
FROM WHOLESALERS INVITED

SEND YOUR
TRIAL ORDER
FOR ONE
DOZEN PENS
TODAY

FOR QUICKLY
IDENTIFYING
TREES, SHRUBS,
PLANTS

SAMUEL TAUBMAN & CO.

1 WEST 34TH ST., DEPT. N NEW YORK 1, N. Y.

Original Tina Grafting Knives
With Improved Tina Handles

No. 605



No. 606



No. 607



No. 608

Tina is the only brand recommended by the German Nurserymen's Association.

Request our illustrated list.

HERMANN A. WIRTH
LEVITTOWN, N. Y.

Twine and
Cordage

For All Nursery Requirements

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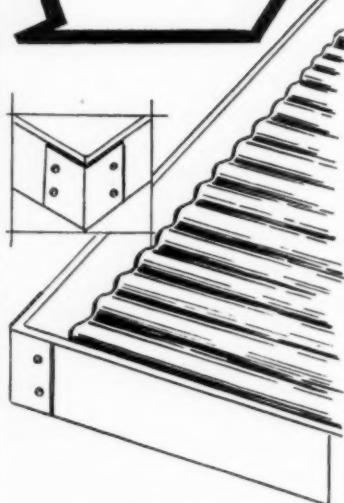
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NORTH JERSEY MEETING

At the last regular meeting of the North Jersey Metropolitan Nurserymen's Association held at the Peacock House, Mount View, N. J., February 16, the guest speakers were Dr. William E. Snyder, head, department of ornamental horticulture, Rutgers University, and Roy De Boer of the department.

Dr. Snyder discussed plans for the improvement of the department, mentioning the following objectives: To increase enrollment by offering a good course; to revise the present test gardens; to plant more narrow-leaved evergreen test gardens; to establish a test nursery for teaching nursery practices, and to establish and carry on breeding work in plants.

Present Research

The following research is being conducted at present by graduate students: Container-grown stock in New Jersey; mist propagation of deciduous cuttings; propagation of *Ilex opaca*, and landscape lighting.

Dr. Snyder noted that the extension work at Rutgers is separate from the teaching and research, but that close cooperation existed among all persons interested in the department. He felt that the extension branch was short-handed.

Mr. De Boer spoke on the landscape department, of his desire to turn out practical students as landscape designers with a good background of horticulture and design. He stated that he felt this type of student would fit well into the nursery business in New Jersey. He is developing a practical course by having the students do actual jobs, which must be held to a given budget.

After the speakers had finished, the meeting was adjourned and everyone enjoyed the usual fine supper.

Ladies' Night

Saturday evening, March 3, the association's annual ladies' night was held at the Peacock House. Hans Hess was chairman of the committee in charge. There were 65 members and their wives in attendance, and all had a wonderful time. The ladies were presented with a corsage as they arrived, and during the dinner each lady received another gift.

After the dinner, President DeVries read the scroll that will be presented to Martha Schmidt Gibb, former president of J. H. Schmidt & Son, Inc., for her active work in the association. Because Mrs. Gibb is now living in Connecticut and was unable to attend the dinner, the scroll was accepted for her by her former employee, Edward S. Wyck-

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off. The scroll and an honorary membership card will be forwarded to Mrs. Gibb.

The rest of the evening was spent in dancing and good-fellowship.

Edward S. Wyckoff, Sec'y.

SUPPLY FIRM FORMED

Southern Nursery Supply, Box 846, Pinehurst, N. C., was recently started by C. Ralph Shannon. The new company is acting as broker for some of the leading nurseries of the south, besides furnishing nurserymen with a complete supply line. Mr. Shannon, owner and manager, was formerly manager of Clarendon Gardens, Pinehurst, and of the Diamond State Nursery, Milford, Del. He is the present secretary-treasurer of the North Carolina Nurserymen's Association.

FEATURED in recent issues of the Bristol Herald-Courier at Bristol, Va., was an account of the development of Wood-Howell Nurseries, Inc., Bristol, which included mention of production expansion plans for next year.

M. L. MILLER, Hunnewell, Kan., is now conducting the Rock Falls Farm, located in Kay county, Okla., as a nursery, buying and growing stock for sale. He previously conducted the farm for another type of business.

JOSEPH F. KAYLOR is establishing the Skycroft Nursery, with the address Route 2, Box 208, Edgewater, Md. For a number of years he has carried on cooperative growing of small fruits, berries and flowers on 10 acres in connection with the University of Maryland, but now plans to enter the retail field.

LUDWIG HOFFMAN, the Ludwig Hoffman Nursery, Bloomfield, Conn., was the subject of a news story and biographical sketch in a recent issue of the Hartford (Conn.) Times. Mr. Hoffman was then busy preparing plant materials for a terrace garden in the Connecticut spring flower and garden show at West Hartford.

EUGENE ROSENBERG, Oroville, Calif., has established an office as a landscape architect and consultant. He was formerly engaged in a landscape contracting business with his father at Ripon, Wis., and worked for a California nurseryman after moving to Oroville. He received a bachelor of science degree in landscape architecture in January from the University of California at Berkeley.

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Dieldrin gives you lasting *one-shot* control—gets all harmful turf insects at the same time. One thorough application of dieldrin controls sub-soil pests such as

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If you have experience, want to get ahead, this is your opportunity.

We offer you a permanent, profitable position with world's largest producers of container-grown ornamentals. Our fast growth means fast advancement for you. Pleasant working conditions, security, many extra benefits. Located in beautiful citrus area, 20 miles from Los Angeles. Starting salary \$325 per month. Send your qualifications to:

MONROVIA NURSERY CO.
P. O. Box Q
Azusa, Calif.

HELP WANTED

Nationally prominent wholesale fruit and vegetable distributor needs man to take charge of flower department; initiate supplies, promote distribution and merchandising flower sales and related items on national scale. Real opportunity in progressive organization for qualified man under 35. Must have sales ability, good health, be bondable, willing to travel. Write stating qualifications such as prior employment record, schooling, marital status and salary requirements. Write Box 276, care of American Nurseryman.

HELP WANTED

PROPAGATOR

Wholesale nursery near midwest area needs experienced propagator to take complete charge of propagation in nursery and greenhouse. Good facilities and nice home for family. Give references. Write Box 280, care of American Nurseryman.

HELP WANTED

Established landscape company in suburb north of Chicago has opening for landscape designer with ability in estimating, drawing plans and acting as crew foreman through to completion. Knowledge of plant material essential. Write full qualifications, army status, salary expected. Write Box 281, care of American Nurseryman.

HELP WANTED

Important Dutch firm, growing and exporting a better variety of general nursery stock, has vacancies in many parts of the country for selling agents, working on commission. Write Box 263, care of American Nurseryman.

HELP WANTED

FOREMAN

For general nursery work. Honest and able to sell, handle money, dig and fill orders. Ability in handling men for planting, pruning and general nursery work is important. Steady year-round job. Located on Long Island. Furnish references. Inquire Box 254, care of American Nurseryman.

HELP WANTED

Lifetime grower-gardener to take permanent charge of plants and plantings on small nursery and garden project and be generally handy. Opportunity for experienced man looking toward semi-retirement. Moderate salary plus financial share in the proceeds. Ample assistance on place.

Farm country locality in Bucks county, Pennsylvania. Attractive cottage, modernly equipped, all conveniences. Thorough knowledge and proven ability in all branches are absolute requisites.

Please state age, family size; name recent employers; describe experience fully, and indicate how soon available after April 1. Write to Box 279, care of the American Nurseryman.

HELP WANTED

FOREMAN

Well-established landscape nursery in Colorado. Permanent position for a well-qualified landscape foreman, willing to work with and be responsible for small crews of men. Balling evergreens, planting, pruning and lawn work. Must be able to get along with customers, make estimates and sell. Beginning salary \$300 per month. Send references and qualifications, and enclose picture.

ROSELAWN NURSERY
1706 Roselawn Rd., PUEBLO, COLO.

HELP WANTED

PROPAGATOR

Large wholesale nursery near Memphis, Tenn., needs experienced propagator to take complete charge of propagation of coniferous and broad-leaved evergreens. Must be capable of handling help and getting results. Good facilities and nice home on premises available. Give references.

CARTWRIGHT NURSERIES
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SITUATION WANTED

Nurseryman and propagator with 6 years' experience in Germany and Holland. Also Canadian sales experience. Write to Box 278, care of American Nurseryman.

SITUATION WANTED WITH INVESTMENT OPPORTUNITY

Experienced in garden center operation. Age 38. Desire to help going nursery establish garden center. Prefer southeastern or central Wisconsin location. Willing to invest in business.

EDWARD O'DELANIS
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WANTED

2 1/2 to 3-in. used clay rose pots in any quantity up to 25,000. Needed immediately.

RICKERT NURSERIES
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7 Skinner lines, 385 ft. each with 4 turn motors; 5 March lines, 288 ft. each with 5 turn motors. All lines have nozzles every 3 ft. and post hangers every 15 ft. All lines are graduated sizes of pipe in 18-ft. lengths with Jiffy self-aligning couplings. Risers with valves for all lines and enough steel upright posts, 56 ins. long, to cover 11 acres. 800 ft. of 2-in. galvanized conductor pipe with tees and couplings. Priced very reasonably. Will sell all or part.

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One whole city block in growing area. New store addition last year, 30x55 ft. Excellent parking facilities. Located on one of the busiest highways in Union county, New Jersey. Land worth almost the price of business. Asking \$50,000. Write to Box 275, care of American Nurseryman.

FOR SALE

Landscape and retail nursery. Have 37 acres. Large frontage on a well-traveled highway, stocked with evergreens, shrubs and shade trees. Modern 4-room home with gas heat, office and other buildings, all equipment necessary for operating this nursery.

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Garden supply store and retail nursery in fast-growing Long Island, N. Y., community. Located on a main road. Excellent income assured from rents and well-started business.

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CAMPBELL CO., Rochelle 23, Ill.

HELP WANTED — Landscape salesmen. New plant market in northern New Jersey needs fully experienced salesmen, sales and cash basis to work on liberal commission. Unlimited opportunity for go-getters to advance to full-time positions with no ceiling on potential earnings. Write full particulars, experience, etc. B. & E. LANDSCAPE CO., 618 Parkview Ave., North Plainfield, N. J.

FOR SALE — Used 30-lb. tins, \$50.00 per 1000 in carload lots. F.O.B. Beulah, Mich. Car average 5000-tin capacity. Cans cleaned before loading. For freight rates see your local agent. Lids available at \$15.00 per 1000. Samples on request. PET-RITZ FOODS, Beulah, Mich.

BOOK REVIEWS

"POULSEN ON THE ROSE"

The name Svend Poulsen is familiar to all persons much interested in roses, as well as the notable hybrid polyanthas which came from his Danish nursery. Some years ago he shared his information on garden roses in a book, "Poulsen on the Rose," which has lately been revised and published for the first time in England, being distributed in America by Charles T. Branford Co., at \$3.

While primarily written for the amateur rose grower, this book is of much value to the interested commercial grower for the author's chapter on propagation, for his comments on recommended varieties and for his remarks and opinions generally. The voice of the long-experienced rosarian shines through all 160 pages, with eight illustrations in color. This readable little book will be welcomed to rose lovers' libraries.

PAUL ROBINSON recently opened his second store, Paul's Green Thumb, at 11359 South Post Oak drive, Houston, Tex. He has covered two and one-half acres with wire and moss to protect plants from sun and frost, and the yard is equipped with a sprinkler system. Self-service carts are used along three 375-foot sidewalks.

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FOR SALE—Garden equipment, sales and service business in top residential area of San Fernando Valley, California. Good profits. Top franchises. Priced at only \$5,000. Dept. 2301.

Nursery in important city of northeastern Oklahoma. Nets over \$12,800 per year. Excellent reputation. Ideal corner location on main thoroughfare. Land with all buildings and 7-room, 1½-bath home included. Other interests force sale. Priced low. Dept. 7260.

Free bulletins on above businesses. CHAS. FORD & ASSOCIATES, 6425 Hollywood Blvd., Los Angeles, Calif.; 87 Walton St., Atlanta, Ga.

FOR SALE—Used 50-lb. lard pails with handles, not cleaned out. \$65.00 per 1000 F.O.B. Beulah, Mich. Can be shipped by rail only. Pails nested, weight 2½ lbs. each. For freight rates see your local agent. Lids available \$10.00 per 1000. Samples on request. PET-RITZ FOODS, Beulah, Mich.

The sturdy, dependable Howard ROTAVATOR GEM is a real money-maker, giving maximum production at lowest labor cost per acre. The GEM is powered with a Wisconsin AEN or TF engine and is available in three tillage widths, 20", 24" and 30". The price range is from \$834 to \$1135.

The GEM has three forward speeds plus reverse, and tills up to 24,900 sq. ft. per hour. The "slice-loosen-mix" action of the exclusive ROTAVATOR hoe-like blades and the positive depth control make mulching-in, fertilizer or insecticide mixing-down, and seedbed preparation a snap with the GEM.

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- Lighter Weight
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Choice of six eye-catching plastic colors.
Sizes: 5" dia. x 5" deep
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AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE,
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CONSERVATION RESERVE

Dr. Richard P. White, executive vice-president of the American Association of Nurserymen, Washington, D. C., appeared before the House committee on agriculture February 29 to give testimony on the conservation reserve feature of the pending farm legislation. Excerpts from his testimony follow:

"The members of this association as producers of trees and shrubs are much interested in the proposed conservation reserve as it calls for the retirement of 25,000,000 acres of crop land to forage, trees or water storage, at an estimated average cost of \$19 per acre or a total cost of establishing cover on 25 million acres of \$475,000,000.

"There is also annual rental cost involved which the Secretary of Agriculture has estimated as \$10 per acre for the country as a whole. This annual cost on the full 25,000,000 acres would then be \$250,000,000.

"The direct interest of the members of this association is naturally where these tree seedlings are coming from. In order to represent any gain in our normal tree planting programs sponsored by the commercial lumber manufacturers on their own timber lands, the tree farm programs of the forest products industries, Keep America Green programs, etc., these tree seedlings must come from increased production.

"At the rate of 750 tree seedlings per acre, which is low in our estimation, in view of the fact that 1,000 trees per acre are generally planted for reforestation purposes, and assuming one-half of the conservation reserve is to be planted with trees, approximately 9,750,000,000 tree seedlings will be needed.

"They are not available this year and cannot be made available in 1957 until the fall of that year. It takes time to plant the seeds and get them to grow into seedlings sizable enough to transplant into the open field and with sufficient root system and vigor to stand on their own and continue to survive.

"This has been called an emergency program. Capital investments in expansion of federal or state tax-supported nurseries for the production of these conservation materials

for an emergency program would seem to us to be a waste of taxpayers' money, in view of the fact that the commercial taxpaying nurseries of the country are already in the business of producing trees and shrubs for soil conservation, shelterbelt, farm wood lot and wildlife cover in a substantial way.

"In support of the statement that commercial nurserymen are in this business of producing tree and shrub seedlings for conservation use, I refer to a table of figures resulting from a questionnaire distributed by our office in March, 1955, before the conservation reserve, or soil bank, proposal was made. Fifty

nurseries were asked to give us the numbers of deciduous and evergreen tree and shrub seedlings they sold in 1954, their 1955 estimated production for sale in fall 1955 and spring 1956, their maximum capacity with their present facilities and surplus they had in 1954.

"In 1954, these firms sold 110,000,000 tree and shrub seedlings and were producing an estimated 148,000,000 in 1955. With their present facilities they could produce 288,000,000. They reported a surplus in 1954 of approximately 12,000,000.

"Annually the forest service publishes a list of forest tree nurseries in the United States. In 1954, 36 commercial nurseries were listed, without any individual figures disclosed, as collectively producing 55,000,000 seedlings compared to 110,000,000 from our own survey of 50 nurseries. In 1955 the forest service reported 57,000,000 compared to 148,000,000 in our survey.

"The discrepancy in these figures



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functional landscaping of highways.

Effectively illustrated with reproductions of photographs, the booklet shows how planting on median strips cuts down on headlight glare and serves to keep traffic lines safely separate and how certain types of plantings at dangerous spots in the road not only delineate curves or other highway danger areas, but will serve as a cushion to absorb the impact of a car in case of accident. The booklet points out also that attractive plantings relieve monotony and lessen driver fatigue as well as add to the beauty of highway areas, screen off unsightly or distracting views and benefit surrounding residential areas by acting as a barrier to traffic noises and dust.

GARDEN CENTER OPERATION

[Continued from page 13]

a more attractive display, because each plant stands out by itself. Potted plants will command considerably higher prices than the same plants offered bare root, much more than enough to offset the cost of potting. In other words, they are more profitable than bare-root stock.

Convenience Factors

Plants in pots are ready to deliver to the customer as soon as they are sold. They do not have to be wrapped. The customer removes the pot by cutting down the sides with a sharp knife. If for one reason or another, such as lack of time or inclement weather, the customer cannot plant his potted nursery stock as soon as he gets it home, it will keep in good condition until he can plant it.

Dormant planted plants transplant more easily than bare-root plants. Their roots are not disturbed when transplanted; consequently they are ready to start growing as soon as set out. Or if they are already growing, there is no shock in transplanting; they will keep right on growing. It can readily be seen that the customer will get better results with potted nursery stock, which means he will be a better satisfied customer.

There are still more advantages to potted nursery stock. Bare-root trees, shrubs and roses cannot safely be set out after they have started to grow—the mortality is too high, but potted plants can be transplanted long after the sale of bare-root stock must cease. The selling season is greatly extended, something badly needed in the nursery business.

Any potted stock unsold at the end of the selling season can be carried over in pots until the opening

BOOKS for Nurserymen

Better Fruits and Flowers

For northeast and midwest. New, greatly enlarged edition. Illustrates in full color 430 items, ornamentals and fruits, popular in these areas. 96 pages in full color, 8½x11 ins. in size, with substantial cover. **\$4.00** each.

Dependable Plantings

Northwest Plate Book. Developed for severe cold climate areas. 179 subjects in full color. 32 pages, 9x12 ins., with durable cover. **\$1.50** each.

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Standard Nursery Catalog

48 pages and cover. Nicely illustrated. **40c** each.

New Evergreen Folder

25 popular items of narrow-leaved evergreens—in full color. **15c** each.

New Shrub Folder

31 popular flowering shrubs in full color. **25c** each.

Correct Planting Methods

A pocket-size, 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample. **10c.** Write for discounts on quantities.

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Cash with order, please.

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MIST PROPAGATION For Outside Use The Florida Jet

Baffle type, wide spread. Works well on low water pressure.

Single jets	Each
1 to 3 doz.	\$2.95
For jets, information or advice, write:	2.30

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The new chelated organic iron

Recommended for Chlorosis of Azaleas, Gardenias, Citrus, Roses and similar plants.

1 or 2-lb. bags	\$2.00 per lb.
10-lb. drums	1.50 per lb.
50 or 100-lb. drums	\$1.10 per lb., delivered.

Usually applied at rate of $\frac{1}{2}$ to 1 oz. per 100 sq. ft.

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Dept. 4

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ELKTON, MD.

of the next selling season. On the other hand, bare-root stock left over poses a problem. In order to be salvaged it must be transplanted into the field or lined out. This is expensive, and unless it is done before the stock starts to grow, the loss is likely to be high. Of course, it will have to be cared for in the field all summer and then dug again at the end of the growing season. Most of this work is eliminated by the use of potted plants.

An alternative open to the garden center operator is to pot any bare-root stock he has left—if not too large to pot. Many follow the practice of potting bare-root stock that is unsold at the time it is ready to break dormancy. In this way they not only salvage it, but have it ready for sale at the beginning of the next selling season.

Tree Handling

Potting does not solve all the problems of handling and displaying. You probably will want to offer your customers shade trees that are too large to pot. Then you have the choice of offering them bare-root trees and heeling them in, in the display beds, or buying them balled and burlapped. During the past few years it has become a common practice to dig large shade trees with a ball of earth.

This does away with the necessity of heeling them in, in beds, and the roots do not have to be wrapped after the trees are sold. Furthermore, the customer is willing to pay a much higher price for them, and he gets better results than with bare-root stock. The balls on balled and burlapped shade trees should be protected the same as on evergreens by covering completely with moist packing material.

The retail prices of some plants are too low to justify the expense of potting. Among these are the deciduous privet and seedlings that are used for woodlot, shelterbelt and windbreak planting. Neither is it profitable to pot raspberry, blackberry, dewberry and boysenberry plants and asparagus roots. All of these are best handled bare root or packaged in bunches of 10 or 12 plants each.

Ground Displays

Potted nursery stock can be displayed in the same manner as plants in cans or metal containers; however, most of the nursery stock offered in asphalt paper pots is larger than that growing in cans. Consequently, they may be displayed satisfactorily on the ground rather than

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Quantity	1/2x5 Per 1000	Imprinted Per 1000	Weight
1000 to 4000	\$5.50	\$7.00	
5000 to 9000	4.75	6.00	1 1/4 lbs.
10,000 to 49,000	4.00	4.75	
50,000 to 99,000	3.25	4.00	Per 1000
100,000 or more	2.50	3.25	

Quantity	5/8x7 Per 1000	Imprinted Per 1000	Weight
1000 to 4000	\$7.50	\$9.00	
5000 to 9000	6.50	7.75	2 1/4 lbs.
10,000 to 49,000	5.50	6.25	
50,000 to 99,000	4.75	5.50	Per 1000
100,000 or more	4.00	4.75	

Quantity	3/4x7 Per 1000	Imprinted Per 1000	Weight
1000 to 4000	\$8.50	\$10.00	
5000 to 9000	7.50	8.75	3 lbs.
10,000 to 49,000	7.00	7.75	
50,000 to 99,000	6.25	7.00	Per 1000
100,000 or more	5.50	6.25	

QUANTITY DISCOUNTS ARE BASED ON ANNUAL USES.

Example:
First order: 1000 at \$5.50 per 1000.
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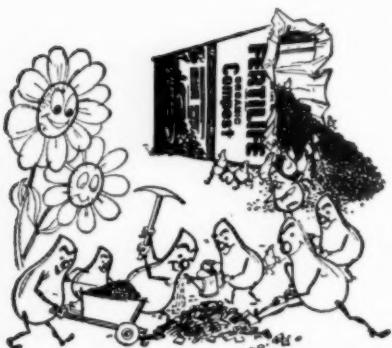


Type A-6 Humidomist nozzles with self-cleaning orifice, \$4.00. Adjustable interval timer, 1 or 10-minute cycle, \$17.50. 24-hour electric clock, \$12.50. Electric valves with strainer, $\frac{3}{8}$ -in., \$20.50; $\frac{1}{2}$ -in., \$28.50; $\frac{5}{8}$ -in., \$44.80 (add 1 per cent for postage west of Mississippi River). Circulars on request. Send sketch of your greenhouse, benches and water pressure available for suggested plan of installation and equipment required.

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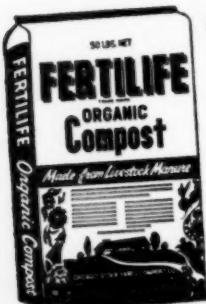


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on raised benches. Space it out neatly and uniformly in the beds. Then as you sell out of the beds replace with new stock, or if all of the stock is already on display, space the remaining plants farther apart to take up the available space. This will help to create the illusion of a larger supply of stock.

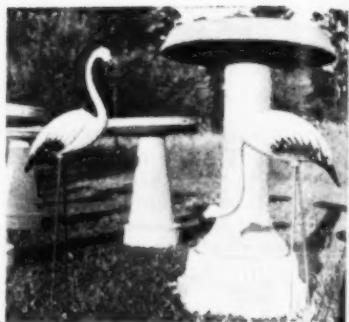
Every experienced nurseryman knows that the greatest demand for spring-blooming plants comes when they are in full bloom. For example: When the forsythias bloom in the spring, many folks who had not up to that time given them even a passing thought, suddenly realize that they should like to have forsythias in their own gardens and visit the garden center to buy them. By that time it is too late to expect good results from planting bare-root forsythias, because they have already started to grow. If the garden center has only bare-root plants, it loses a sale, and the customer is disappointed.

If, however, the garden center operator had the foresight to pot up part of his forsythias, he will not only make a sale, but he can send the customer home happy with his purchase and with the assurance that he can expect good results from it.

This sort of thing can go on all summer. Whenever potted plants burst into bloom, customers will be attracted to them. If they decide to buy, the plants are ready for them to take home and, with proper care, they will scarcely show they have been moved. The offering of potted trees, shrubs, roses and other plants extends the selling season by many weeks. Whenever a customer takes a notion that he wants a certain plant it is available to him at that time; thus the garden center can cash in on impulse buying to an extent that is not possible when only bare-root stock is offered.

Garden center operators have discovered that they get fewer complaints from customers who buy potted plants than from those who buy bare-root stock. They attribute this to the fact that such plants not only give better results upon transplanting, but the customer feels sure that he is taking home a live plant. If it does not grow, he realizes that it probably is not the fault of the plant. When he buys bare-root dormant stock he has no evidence that the plant is alive unless he is an experienced gardener. When such plants die, he is more inclined to think there was something wrong with them when he bought them.

The practice of potting rosebushes



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Made of aluminum castings to last a lifetime. Full body shape; about 30 ins. high. Enamored flamingo-red with black wing tips and wing tips. Legs are purple. Packed pair to a box, wholesale price \$4.90 per pair. F.O.B. Louisville, Ky. Weight about 30 lbs. per box.

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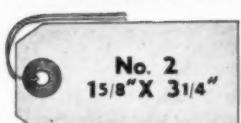
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Colors: Yellow, Red, Blue, Green, Orange and White. Colors may be combined for quantity price. Minimum 1000 each color.

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has resulted in greatly increased sales. There are many rose fanciers who keep up to date on varieties and know just what they want. They buy dormant bushes and plant early, but there are also many rose lovers who, not knowing exactly what they want, wait until the potted roses are in bloom to make their selections. Having done this they can create a blooming rose garden over night. Still others, with no thought of planting a rose garden, will suddenly decide they want one when they see all the beautiful roses in bloom in the neighbor's yard or at the garden center. Having decided they want a rose garden, their wish can be fulfilled at once by using the potted bushes.

The use of potted nursery stock makes it possible for the owner of a new home that is completed during the summer to have it landscaped at once. He does not have to wait until fall or the following spring. Many nurserymen now continue their landscape planting all summer, using their potted trees and shrubs. This enables them to keep the organization operating profitably during what formerly was a dull season.

J. J. P.

W. J. SNIDER is starting Snider's Nursery, 4105 East 37th, Kansas City 28, Mo., growing evergreens and shrubs on one and one-half acres.

CLARENCE E. ANGLE is starting Angle's Nursery, R. F. D. No. 3, Bellefontaine, O. He is planting seed beds this spring, to grow evergreen ornamentals for both wholesale and retail sales.

TAXUS is being grown on a wholesale basis by Guy Studebaker Sons, R. F. D. 3, Box 412, New Carlisle, O. Eldon and Gerald Studebaker, the owners, currently have acreage in commercial potato production.

NURSERY SALES, INC., 525 Stevens avenue, Ridgewood, N. J., is a wholesale business being conducted by Gerard Van Kleef and Austin Rosenbach. Besides selling to nurseries and landscape men, the firm is sales agent in lining-out material for several nurseries.

RODNEY WITMAN, Roberts avenue, New Holland, Pa., who operates a tree and shrubbery service, has purchased 10 acres on route 322, near Ephrata, Pa., where he plans to grow a variety of nursery stock. A garden center, with wholesale and retail business, is to be established.

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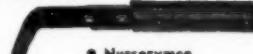
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Bands sold only in units as listed below. All prices are net, no cash discount, F.O.B. midwest factory or our warehouse, and are subject to change without notice. **State how to ship—express, freight or truck.**

PRICE PER 1000 IN QUANTITIES AS SHOWN BELOW

Size	Shipping	0 to	5000 to	11,000 to	26,000 to	51,000 to	101,000	and up
1 3/4 x 1 3/4 x 2	2000	\$5.55	\$5.30	\$5.10	\$4.90	\$4.70	\$4.50	
1 3/4 x 1 3/4 x 2 1/2	2000	5.95	5.70	5.45	5.20	5.00	4.80	
2 x 2	2000	5.75	5.50	5.25	5.05	4.85	4.65	
2 x 2 1/2	2000	6.40	6.10	5.85	5.60	5.40	5.20	
2 x 3	2000	6.65	6.35	6.10	5.85	5.60	5.40	
2 1/2 x 2 1/2 x 2	2000	6.90	6.60	6.30	6.05	5.80	5.60	
2 1/2 x 2 1/2 x 3	2000	7.20	6.85	6.60	6.30	6.05	5.80	
3 x 3 1/2	1000	7.80	7.45	7.10	6.85	6.55	6.30	
3 x 3 1/2	1000	8.65	8.25	7.90	7.55	7.25	7.00	
3 x 4	1000	8.65	8.25	7.90	7.55	7.25	7.00	
4 x 4 x 3	1000	9.45	9.05	8.65	8.30	7.95	7.65	
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ABSTRACTS OF RECENT RESEARCH

RHODODENDRON BREEDING

Some years ago, a breeding program to produce a yellow-flowered evergreen rhododendron that would be hardy in the climate of the Netherlands was begun at the Laboratorium voor tuinbouwplantenteelt, Landbouwhogeschool, Wageningen, the Netherlands. One difficulty was that it generally takes an azalea four years and a rhododendron six or more years to flower from seed. Since a number of generations of crosses would be required, the project seemed a long-term one. Efforts were therefore made to make the seedlings bloom at an early age, shortening the breeding program. These efforts and their positive results are reported by J. Doorenbos in *Euphytica* 4:141-146, 1955.

Since the most promising crosses seemed to be between a white evergreen rhododendron and yellow azaleas of a deciduous nature, it was necessary to study the physiology of flowering for both groups.

Rhododendron plants in the Netherlands have a few weeks of rapid growth in June, occasionally followed by a second period of growth later in summer. The rest of the time they appear to be dormant. These periods of apparent dormancy were studied for ways to break them.

Preliminary experiments with flower buds of several rhododendron species showed that no cold treatment was needed to break dormancy of flower buds, but that they reacted strongly to long days. Long days were therefore tried for the breaking of dormancy of vegetative buds also.

Rooted Cuttings

Beginning in December, 1954, five groups of 16 plants each of Rhododendron catawbiense album received eight hours of normal daylight supplemented with 0, 4, 8, 12 and 16 hours of artificial illumination, respectively. This illumination was supplied by incandescent 60-watt lamps. Temperature was held constant at 25 degrees centigrade.

Results showed that eight hours of daylight was near the critical period since at this illumination both the speed of sprouting and number of leaves were erratic. As the temperature was lowered, the critical period was longer (longer day length required) as shown by supplemental

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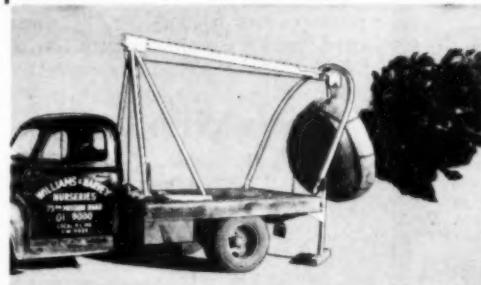
experiments. Under eight hours of light, it took on the average 75 days for shoots to begin growth, and these shoots averaged five leaves. Under continuous light, shoots began growth after an average of 30 days and averaged nine leaves per shoot. There was also more uniformity of growth. All these plants had been derived from rooted cuttings.

Seedling Growth

Next, growth responses of seedling Rhododendron catawbiense were noted. Seeds were sown in February, 1951. Until September, 1953, the plants were grown in a greenhouse where from September to May the natural day was extended to 18 hours with 60-watt incandescent lamps. From September, 1953, to May, 1954, the plants were kept in an unheated greenhouse in natural day length, after which they were planted in the open. During the summer of 1954, flower initiation occurred in 27 out of 30 plants, most plants forming more than one flower bud. This experiment could not be repeated immediately, because the seeds of the 1952 crop were not viable.

Seeds of the azalea variety Hugo Hardyzer were sown March 31, 1953. The seedlings were kept in a

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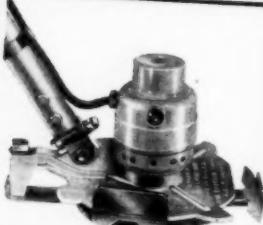


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greenhouse at a temperature of about 15 degrees C. during winter and with a variable temperature during summer. The natural day was extended to 24 hours by weak incandescent light. Lateral shoots were removed as soon as they developed. In May, 1954, the plants were planted in the open. Of 10 plants that remained in the greenhouses, seven initiated flowers during the summer of 1954. They flowered at irregular intervals during the following summer and winter, from 21 to 24 months after sowing. Of the 30 plants set outdoors, 12 set flower buds, 26 months after sowing.

In 1951, seedlings were raised from crosses between Rhododendron cattawbiense album and the azalea varieties Colonel Durham, Anthony Koster and Hugo Hardyzer. Seeds were sown in March, 1952. Germination was good, but many of the seedlings were discarded because they showed dwarfish characteristics. Only 8 per cent of the seedlings were left after the second summer. The plants had been in the greenhouse on an 18-hour day except for the summer of 1953, when they were set outdoors in a shaded frame. This was a mistake, as no growth took place during that summer.

In September, 1954, two years and seven months after sowing, 25 out of 167 plants set buds which began opening the next month.

The experiments clearly demonstrated that the time between generations in a rhododendron breeding program can be considerably shortened by keeping the plants on an 18 to 24-hour day.

HOLLY ANTHRACNOSE

Spot anthracnose, a new disease of Chinese holly (*Ilex cornuta*), was described by A. G. Plakidas, of Louisiana State University, Baton Rouge, in the Plant Disease Reporter, Volume 39, No. 3.

Two distinct types of symptoms occur on the leaves. For convenience these types are designated as A and B.

Type A, the more prevalent of the two, is characterized by numerous black spots. These spots, which at first are very small, gradually enlarge to one to two millimeters in diameter. They often coalesce and form irregular black patches, which sometimes cover as much as 50 per cent of the leaf surface. The spots occur, for the most part, on the apical half of the leaf, but occasionally may be evenly scattered over the entire leaf surface. They are confined to the upper surface of the



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Nozzle	Orifice	At 20-pound Pressure
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leaf. The lower side of the leaf directly under the lesions appears normal.

Type B is characterized by a large lesion, often about one and a half inches long, which typically is confined to one half of the leaf blade. More than one lesion has occasionally been observed on the same leaf. Since growth of the tissues on the affected side is not normal, the leaf becomes markedly distorted in shape. The lesions of type B also are confined to the upper surface, but the injury to the tissues extends deeper and sometimes becomes visible on the undersurface. In the early stages the affected areas are more or less yellow and marked with irregular brown patches. At this stage the epidermis is intact. Later the epidermis ruptures and sloughs off, and the color of the lesion becomes dark gray. Still later, when most of the epidermis has disappeared, the surface of the lesion becomes rough, hard and coal black.

Symptoms of type B appear in early summer and those of type A in late fall.

Variation in Lesions

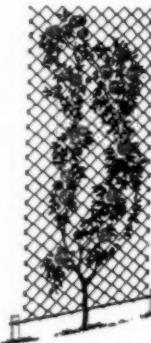
Bark lesions on the shoots vary considerably with age. Young lesions on current season's growth are small, one-half to four millimeters in diameter, flat or slightly raised, light brown in color at first, but later with grayish centers and light brown margins. Often a fine longitudinal crack occurs in the center of the lesion. Older lesions on previous season's growth are larger, and they usually coalesce to cover large areas of the shoot. The margins of the older lesions are dark brown and the centers gray. Numerous small black specks (the spore-producing organs of the fungus) occur on the gray portions of the lesions. Finally, the appearance of the older lesions is complicated by the growth of secondary fungi and an alga which often grows profusely on the affected bark.

The lesions on the green berries begin to appear in late June and become very prominent by the middle of July. They start as small brown spots, flat or slightly raised, later becoming corky, raised and cracked. The cracks are sometimes fine, hardly visible to the naked eye, but may be large and prominent.

D.

DUDLEY NURSERIES, Athens, Ga., recently leased the Elberton Garden Center building at Elberton, Ga., and will conduct it as a branch nursery. The garden center will sell shrubs and offer complete landscaping services.

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*Packed 4—10 ft. boxes per display carton. Each box includes 2 stretcher bars and 4 screw hooks.

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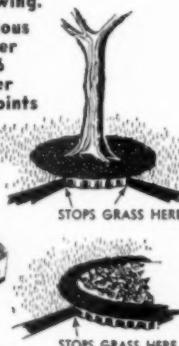
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Cooperation Between

Landscape Architects and Nurserymen

By Kenneth R. Higgins

Kenneth R. Higgins is a practicing landscape architect at Richmond, Va. Born at Holyoke, Mass., he was graduated from the University of Massachusetts, Amherst, with a B.S. degree in landscape architecture. Since 1940 he has been active in his profession in Virginia, with the exception of four years in the army.

In addition to his work in the industrial and private residential landscaping fields, Mr. Higgins is in charge of the landscaping of public housing developments at Richmond and is the current chairman of the Richmond beautification and advisory committee. He also served as the landscape architect for the Virginia flower, home and garden show held during March.

The accompanying comments by Mr. Higgins were made under the program title "The Landscape Architect and the Nursery Industry—How Cooperation Will Lead to Greater Opportunities for Both" before an audience combining landscape men and nurserymen at a meeting of the Virginia Nurserymen's Association.

Cooperation between the professional landscape architect and the nurseryman has been, apparently, a point of controversy and an item of considerable importance for a long time.

The dictionary defines cooperation as follows: "Collective action, as an industry, for mutual profit or common benefit." I like to think of cooperation a little more liberally—as a Christian approach to everyday association. I like to feel, after a job has been completed with wholehearted joint efforts from each one involved, and when each one involved has felt a responsibility for the quality of the work, that all will get the proper amount of credit due them.

While the nursery industry and the professional landscape architect represent two distinct forms of approach to landscape development, they are even more closely allied than the architect and the builder. This alliance is due to the almost intangible situation of suiting design to the eccentricities of growth, as related to living plants. In this situation alone we could justify co-

operative effort between the landscape architect and the nursery industry, but let us not stop there.

Efficiency Important

The economic system of competitive prices and related profits requires that nurserymen maintain reasonably average prices. If a nurseryman cannot justify prices higher than his competitors, he is "behind the eight ball." Even if he is the only nurseryman in his area, he finds customers comparing catalog prices against his. This means that his business must be efficiently organized, not only in production, but also in sales. Production can be controlled (if labor is willing), but sales work can absorb time far in excess of profits from related plant sales, particularly when free plan service is included in the sale to the average homeowner.

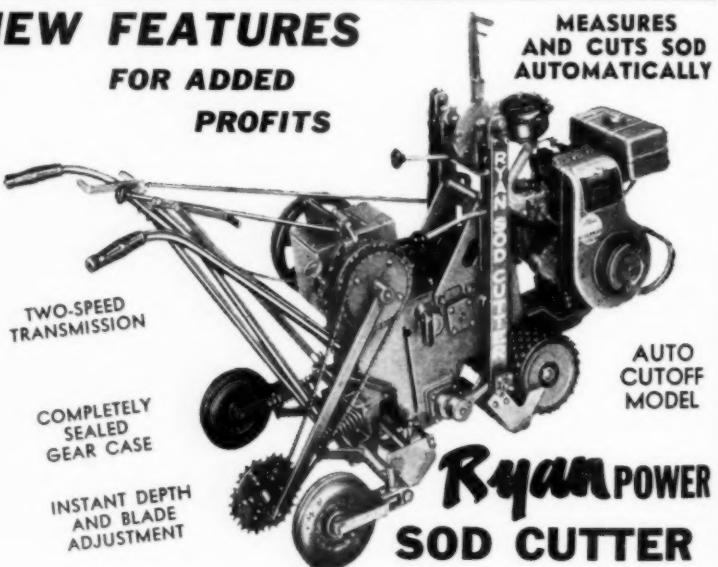
For one to do successful over-all design work, the elements of engi-

neering relating to roads, drainage, septic fields, house foundations and locations, paving in its variety of forms and a number of other specialized fields must be thoroughly understood. Usually, the homeowner expects this service if plan service is offered. Can the nurseryman really put in the required amount of time that is necessary for this type of work and come out ahead financially? I think not.

If results of free plan work are not professional, the customer feels let down, resulting in a lack of confidence, even though the plant material installed is of superior quality. This is a situation where a professional landscape architect could save the nurseryman time, money and worry by creating a justifiable need, related directly to the homeowner's uses and desires, for all the plant material used.

A happy result of this coopera-

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tion between nurseryman and landscape architect is harmony and continuity of plan, together with an immediate installation or progressive development, depending on the financial status of the homeowner. Consequently, this homeowner is in the market for purchases of quantity plant material and is not an occasional single-plant purchaser, although the occasional plant purchaser is not to be ignored, by any means.

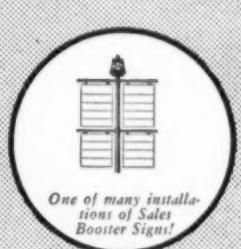
The professional landscape architect must spend many hours solving the problems of use areas—their design and construction—prior to the installation of the plant material which will make his design live. To have a homeowner thoroughly sold on an over-all plan that he is working on and developing creates a sure and permanent market for the nurserymen in the area. The homeowner who has found that plant material alone cannot solve the problems of livability of his grounds and the homeowner who has found that design must be made to live before he can enjoy it—they are the homeowners who can most fully appreciate the need for joint cooperative efforts of the professional landscape architect and the nursery industry.

Magic Formula

We, speaking collectively, can educate the public to realize this magic formula of cooperation if we ourselves can appreciate and respect the abilities and efforts of our fellow associates. An incident in my life comes to my mind as an illustration of this cooperation. Recently a client called and asked assistance in planning his grounds, and upon investigation I found that he had been advised to call by a local nurseryman. This nurseryman had reviewed his property and had seen that the amount of plant material involved would not justify the amount of time that he would have to take to do the planning job required. Consequently, he recommended that the client see me.

This client was a middle-aged man who had been used to the life of a sportsman—hunting, fishing, golf—but had contracted a stomach disorder which required that he keep his physical exertions to a minimum. This was a radical change of pace for him and presented the problem to him of keeping busy and interested. He hoped to do this by gardening. His property was the size of the average city subdivision lot, with a few existing trees. His wife liked roses and he liked chrysanthemums, and space was needed for

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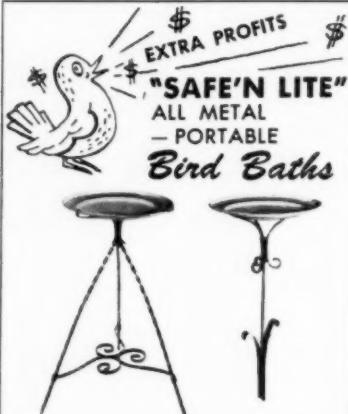
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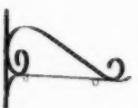
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both, integrated into a workable design. After considerable time spent in consulting with him and his wife, in order to make the design suit their pattern of living, a plan resulted that provided all the things he was looking for and needed to create the occupational therapy that he required. A program of installation was decided upon, and work was started. As the work progressed and the areas became defined and his little greenhouse became a reality, his gratitude was deep and sincere when he said, "Mr. Higgins, you have added 10 years to my life!"

Tailored Planning

That tribute I treasure, as it indicates to me the vital need for over-all design tailored to suit the client. I wish more people would utilize the services of the professional landscape architect, so that they could realize the tremendous enjoyment to be found in property design suited to the pleasures and abilities of the owner. As you can see from the illustration cited, the nurseryman always benefits by recommending over-all design work by competent professional landscape architects. His nursery stock shows up to advantage and is in the right place.

What is the definition of a professional landscape architect? The dictionary gives this one: "One whose profession is to so arrange the effects of natural scenery over a given tract as to produce the best aesthetic effect, considering the use to which the tract is to be put." This stresses rightfully the use angle as related to design in the landscape architect's profession.

I want to speak at this point of the contributions of the landscape architect toward achieving mutually satisfying cooperation. Landscape architects should refrain where possible from specifying extremely hard-to-get plants unless the client requests it and has been advised of the high cost of such procedure. The landscape architect, by familiarizing himself with local nursery stock, can increase the effectiveness and speed of installation of his design immensely. I feel the interchange of ideas between landscape architect and nurseryman pertaining to local availability of stock is highly beneficial to good cooperative efforts.

The nursery industry can likewise help secure cooperation by advising the landscape architect of his stock supplies and inviting inspection, without pressure to sell overstocked items. (This overstocking can best be handled within the nursery industry.)

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to put into practice some of the things I have mentioned herein and have been pleased with the excellent spirit of cooperation the local nurserymen have shown. I might add, everyone has benefited accordingly.

There may be many a nurseryman who feels that he cannot call on any professional landscape architect because of the absence of one in his area. However, I feel that this problem, if known, could be solved. My suggestion is that the nurseryman with this problem contact his local nurserymen's association, which will undoubtedly have on file names of local landscape architects who will be glad to cooperate with him.

Intangible Gains

We have been discussing the material benefits of cooperation. In closing, I should like to touch on some of the spiritual values involved. Business profits go hand in hand with public confidence, and the intangible profits of enjoyment of work and fellowship go hand in hand with cooperation. Many times, cooperation requires the 40-60 per cent relationship—each one thinking he is giving the 60 and receiving 40, but giving cheerfully and receiving without complaint. However, as profitable enjoyment increases, this relationship becomes of no consequence and is forgotten in the realization of mutual benefits.

In this day of business pressures, more men are devoting time to their properties and gardening. We, as servants of the public, are obligated to assist our clients to get the results from their properties which they need for relaxation and interest. In doing so, we are contributing materially to making this transitory world a little better place to live in and enjoy.

PENNSYLVANIA CONFERENCE

[Continued from page 11]

clude unity, proportion, balance, variety, symmetry and utility. Combining these basic ingredients results in a harmonious and professional appearance. Some of the errors often made are cluttering the scene by scattered planting in lawn areas; having too many accent points; using improper plant texture for particular situations, and overcrowding the planting.

The over-all aim of landscape design is to improve the scene. Views should be formed, and in general the planting should give the effect of extending rather than shortening the grounds being landscaped. In

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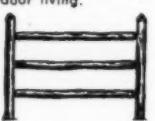
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summing up his talk, Mr. Palmer stated that home planting must be practical and the likes and dislikes of the owner must be considered. There should be more planning and less planting.

Tree Repairs

"General Tree Repairs — For Profit" was the final topic of the afternoon and was discussed by George T. Lewis, Lewis Tree Surgeon Co., Media, Pa. He said the most important consideration is to give service to the clients and thereby contribute to the best interests of the community. On the question of using chain saws in tree pruning, he said they should be used only if the tree warranted the hazards involved. If used, they should be handled only by experienced operators. Furthermore, they should be adjusted and warmed up on the ground. From a safety standpoint, the fall of the limbs and the placement of safety ropes are important.

No clear-cut answer can be given on whether to fill cavities or leave them open. Each situation is different, and final determination must be made at the time. If possible, the cavity should be caught when small, at which time it usually is best to fill. The customers' ability to pay should be considered also.

Often, difficulty arises in cabling and bracing because the cables are installed too low. They should be four fifths of the distance from the crotch. Seven-strand galvanized cable should be used. The tree should be tied together to sway as a unit. A good fertilizer for trees is a complete one with an 8-7-3 formula. Application should be early, to avoid winter injury to late growth. Aero-fertilizing is good, with the holes five feet apart. Sunscald may be avoided by wrapping the trunk with burlap and pruning moderately.

At the evening session the film prepared by the American Association of Nurserymen, "Landscape for Living," was shown. A series of slides on the use of VC-13 for controlling nematodes was also shown.

A talk entitled "The A-Bomb and Plant Breeding" was given by Dr. D. E. Walker, assistant professor of plant breeding at the Pennsylvania State University.

Propagation Tests

William J. Billerbeck, Appalachian Nurseries, Waynesboro, Pa., spoke on "Plant Propagation." He stressed the importance of finding better methods of propagating difficult plants and suggested experimentation on a limited scale. He



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Weight per 100 lbs. 30 lbs.
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Heavy Weight Price \$6.25
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Size #4
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Weight per 100—120 lbs. 100. \$11.00
500. \$52.50
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Weight per 100—250 lbs. 200. \$27.50
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*Special for extra-heavy
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American-Dutch Trading Co., Inc., P. O. Box 177, Cranston 10, R. L.
The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

mentioned a test being conducted at his nursery on rooting upright junipers. This work consists of grafting a small section of an easy-to-root juniper on one difficult to root. The test is patterned after some work on red and white hibiscus. It had been found that the red type rooted easily, but the white rooted with great difficulty. By grafting a piece of the red on a cutting of the white, it was possible to root the white. Mr. Billerbeck hopes the same thing will work with junipers.

An important consideration in rooting cuttings is maintaining a high air humidity. At the Appalachian Nurseries this is accomplished by suspending large cotton flannel sheets from the roof of the propagating house, to hang over the walks, and then using nozzles to eject mist on the flannel. At first it was found that tap water was too cold to give sufficient evaporation for holding the humidity high, but by heating the water first, a high humidity could be maintained. The system is equipped with an automatic control, which turns on the water as needed. He stressed the importance of not watering the cuttings directly, but keeping them fresh by the high humidity.

Many azaleas and rhododendrons

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are grown from seeds. His recommendation is to fill flats about two-thirds with peat, domestic or German, and then cover with about three-fourths of an inch of sphagnum, screened through 1/4-inch screen. The flats are then watered

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types of plants to go with or replace some of the older or commoner types. Just because a plant is new, however, does not necessarily mean it should replace older, proven types.

He suggested the gathering, in small quantities, of unusual or hard-to-find plants to check for adaptability in the nursery. As he discussed various species and varieties, he circulated specimen branches to show some of the characteristics of the plants. The list proposed included the following:

EVERGREEN

Cedrus atlantica—Atlas cedar.
Cedrus atlantica glauca—Blue Atlas cedar.
Cedrus libani—Cedar of Lebanon.
Pinus flexilis—Limb pine.
Pinus ponderosa—Western yellow pine.
Sciadopitys verticillata—Umbrella pine.
Tsuga sieboldi—Siebold hemlock; fits into smaller gardens and is picturesque.
Abies concolor—White fir.
Picea abies pendula—Weeping Norway spruce.

DECIDUOUS

Zelkova serrata—Japanese zelkova; may be used in place of elms.
Chionanthus virginicus—White fringe tree; flowers appear before leaves, thus give greater display.
Cornus mas—Cornelian cherry dogwood.
Cornus kousa—Kousa dogwood; good flowers and fruit, excellent for fall color.
Cornus kousa chinensis—Chinese Kousa dogwood; similar to the regular type, but with lighter gray bark and overlapping petals.
Cornus alternifolia—Pagoda dogwood.
Cornus controversa—Giant dogwood; big flowers.
Cornus florida—Flowering dogwood.
Cornus florida pendula—Weeping flowering dogwood; top-grafted plants better.
Cornus florida salicifolia—Willow-leaved flowering dogwood.
Cornus florida plena—Double-flowering dogwood.
Cyrilla racemiflora—American cyrilla.
Magnolia macrophylla—Big-leaved magnolia.
Magnolia tripetala—Umbrella magnolia; slender buds.
Magnolia fraseri—Fraser magnolia; buds rounded or swollen, then pointed.
Magnolia parviflora; small round flowers like those of gordonia, blooming in August.
Magnolia conspicua—Yulan magnolia; creamy-white flowers.
Magnolia acuminata—Cucumber tree magnolia; good for shade.
Magnolia grandiflora—Southern magnolia; somewhat tricky.
Styrax japonica—Japanese snowbell; a small tree.

Styrax obassia—Fragrant snowbell; peeling bark in winter gives a glistening red effect; flowers sweet-scented and borne in clusters like bunches of grapes, but foliage covers flowers. It should be used so one can look up at the flowers.
Pterostyrax—Looks like styrax, with white, sweet-scented flowers; difficult to move and may winterkill.
Halesia carolina—Carolina silver bell.
Crataegus phaenopyrum (*cordata*)—Washington hawthorn; one of the best hawthorns.
Fagus sylvatica heterophylla—Fern-

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leaved European beech; feathery foliage. *Fagus sylvatica fastigiata*—Pyramidal European beech.

Quercus imbricaria—Shingle oak.

Quercus robur fastigiata—Pyramidal English oak.

Quercus falcata—Southern red oak.

Quercus phellos—Willow oak.

Quercus macrocarpa—Bur oak; outstanding bark.

Quercus nigra—Water oak.

Quercus heterophylla—Bartram oak.

Diospyros virginiana—Common persimmon; excellent for checked bark.

Acer griseum—Paper-bark maple; good peeling bark.

Acer platanoides globosa—Globe Norway maple; should be top-worked; will stand shearing.

Phellodendron amurense—Amur cork tree.

Ulmus alata—Winged elm.

Pyrus—Flowering pear; brilliant in the spring; flowers pure white.

Tilia europaea lacinata—Cut-leaved European linden.

Evodia daniellii—Korean evodia; good flowers and fruit.

Cercidiphyllum japonicum—Katsura tree; good in city.

Oxydendrum arboreum—Sourwood; excellent fall color.

Koelreuteria paniculata—Golden-rain tree; good yellow flowers in the summer.

Populus maximowiczii—Japanese poplar; fast-growing.

Parrotia persica—Persian parrotia; early velvety flowers and mottled bark.

Stewartia pentagona—Mountain stewartia.

Sassafras albidum—Common sassafras; excellent for natural settings.

Carpinus caroliniana—American hornbeam.

Carpinus betulus fastigiata—Upright European hornbeam.

Cladrastis lutea—American yellowwood; drooping flower clusters.

Maackia amurensis—Amur maackia; upright flowers.

Asimina triloba—Pawpaw.

Viburnum sieboldii.

Hovenia dulcis—Japanese raisin tree.

Prunus subhirtella—Benihigan cherry.

Robinia pseudoacacia monumental—Monument locust.

Ulmus parviflora—Chinese elm; fruits in the fall.

Amelanchier; good flowers and bright fall colors.

Gordonia alatamaha.

Sophora japonica—Japanese pagoda tree.

Kalopanax pictus; unusual foliage.

Turf Making

"Established Mistakes in Turf Making" was discussed by A. E. Cooper, extension professor of agronomy. He said both phosphorus and lime are needed for good turf, but phosphorus becomes fixed when the acidity level goes lower than pH 6.0. Best results are obtained when the pH is between 6.5 and 7.0. Lime should be applied as far in advance of seeding as possible. Over one third of the soil samples tested showed low phosphorus and low acidity.

In order to determine the lime and fertilizer requirements, the soil should be tested. However the soil



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sample must be representative to be of any value. Soil sample kits should be obtained from the county agent, and the questionnaire accompanying the kit should be filled out. The sample should be obtained before liming.

When topsoil is to be added, the subsoil should be scarified so that a union between the two will take place. Weed killers are recommended, but one should remember that the various forms vary in their ability to volatilize. The ester forms of 2,4-D may give off fumes for seven to 10 days and cause damage to surrounding plant material. The amine forms are much safer, since they give off practically no fumes and kill by contact.

Lawn Mixtures

Professor Cooper mentioned several lawn mixtures for specific purposes. For school grounds, a good mixture is 60 per cent Chewings or red fescue, 30 per cent Kentucky bluegrass and 10 per cent redtop. This mixture contains 90 per cent permanent grass and is better and cheaper than the mixture sometimes recommended of 40 per cent perennial rye grass, 55 per cent Kentucky bluegrass, and 10 per cent white clover. With this latter mixture, one will likely end up with a rye grass and clover lawn, since both are aggressive feeders. A good mixture for athletic fields is 50 per cent Kentucky 31 fescue, 25 per cent Kentucky bluegrass, 15 per cent creeping or chewing fescue and 10 per cent redtop.

Good permanent grasses include Kentucky bluegrass or Merion bluegrass, Chewings or creeping red fescue, Poa trivialis and colonial bent. Temporary grasses are redtop (best), colonial bent (under some circumstances) and rye grass (tending to become permanent). It is best to use no more than 10 per cent of temporary grass in the mixture. Undesirable grasses for lawn areas are Kentucky 31 fescue, white clover, orchard grass, timothy, bunch grass and creeping bent grass.

Animal Pest Control

The final day's session opened with a talk on "Control Measures for Mice, Rabbit and Deer," by David G. White, professor of pomology. He said it is difficult to estimate the damage done by these animals. In Potter county, Pennsylvania alone, the 1951 census reported over \$150,000 damage by deer. There is a possibility of between \$500,000 and \$1,000,000 damage in Pennsylvania. Factors influencing the damage by



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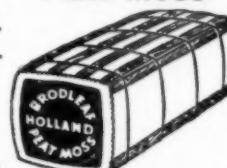
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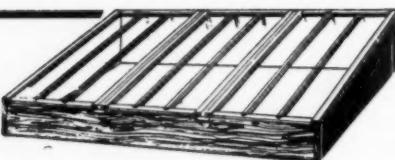
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9 x 6 feet	47.00	49.74
12 x 6 feet	60.45	64.46
15 x 6 feet	75.25	78.82
18 x 6 feet	87.80	88.82

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10-lb. drm.	\$ 8—individually packed	\$ 5.35 each
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the animals are: (1) Population, (2) available attractive food other than cultivated crops, (3) weather (i.e., snow eliminates source of food), (4) psychological or changeable food preference of the animals and (5) changes in animals themselves in response to control treatments. The general methods of control are (1) mechanical means, such as fences, trapping or frightening devices; (2) killing, and (3) chemical means, such as poisons, repellents and sometimes protectors.

There are two kinds of mice, the pine mouse in southern counties and the field or meadow mouse. The pine mouse is a deeper feeder, with rare appearances to the surface. It is difficult to poison, but fortunately is not so general as the field mouse. The field mouse lives on the surface and under the sod. It multiplies rapidly and establishes its nest in the fall. For controlling, a cover or natural haven can be set up as an assembly, with a poisoned bait. Indoors a repellent of moth balls is effective, but that is no good outdoors. Among the best baits are zinc phosphide, one teaspoonful per quart of one-half inch apple cubes. A source for this material is Rodent Control Fund, University of Massachusetts, Amherst, Mass. The bait should be placed in runways or under box lids or straw.

Strychnine Bait

Another material for bait consists of one ounce strychnine, one ounce baking soda, one tablespoonful starch, three-fourths quart water, one cup corn syrup, one tablespoonful glycerine and 12 pounds wheat. Neither of the baits named will give complete control. Usually it is better to use the zinc phosphide and strychnine mixtures together, to take care of the changing feeding habits.

Mice may be controlled by using three pints concentrated emulsifiable endrin to 100 gallons of water as a high-pressure spray into the soil from September to April. This material is highly poisonous, killing by contact, and is dangerous to use.

Professor White listed the following as rabbit controls:

Black Leaf 40 in asphalt as a repellent. Detailed directions are given in United States Department of Agriculture leaflet 396.

96a (resin ethylene dichloride asphalt water emulsion) used in the dormant season by painting or spraying on individual plants; reference, Fish and Wildlife Service, Pocatello, Idaho.

Arasan (tetra methyl thiuran in

population, food other weather (of food). able food and (5) trees in re-ents. The are (1) fences, trees; (2) trees, such as sometimes

ice, the ties and The pine with rare. It is naturally is use. The ice and rapidly the fall. natural assembly, is a re- use, but long the use, one one-half or this Fund. Am- could be box lids

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asphalt) — U. S. D. A. leaflet 396.

Ringwood (trinitrobenzene—ama-line) may injure plants.

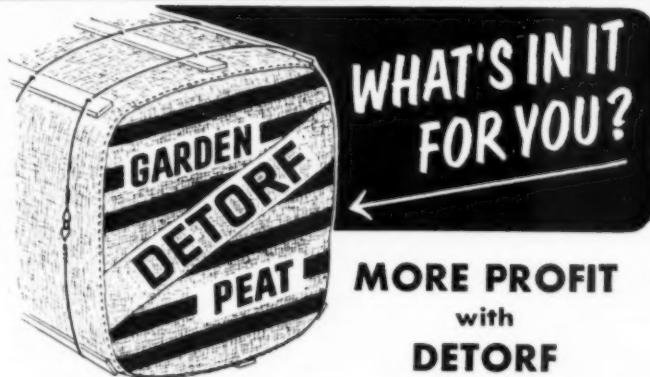
A cheap and sufficiently effective material can be obtained by dissolving seven pounds of resin in one gallon of ethyl (or denatured) alcohol; then paint or spray when plant is dormant. Concentrated lime-sulphur is also effective when painted on during the dormant season.

Deer Repellent

For deer and rabbits, Z.I.P., Larvacide Products, Inc., New York, N. Y., has been used. It is diluted for deer but used in concentrated form for rabbits. It is a taste repellent and should be applied before deer have established feeding habits. It is not effective when plants start to grow.

Bone-tar oil emulsion is one of the best controls for deer. It is an odor repellent and is not too expensive. It is used at a rate of one gallon to 100 gallons of water and applied every two to four weeks. It can be secured from Pennsylvania State University laboratories, University Park, Pa.

Additional publications on this subject are "Protecting Orchards Against Mice, Deer and Rabbits," Pennsylvania Agricultural Extension Circular 342, and Mammal Control



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News, Fish and Wildlife Service
New Jersey state college of agriculture, Rutgers University, New Brunswick, N. J.

The next speaker was William Curtis, Phebe Floral Co., Allentown Pa., whose topic was "Merchandising and Customer Relationships." He feels there is a tremendous potential for the nursery industry with an estimate of over 1,000,000 new homes to be built this year.

Mr. Curtis said there are three considerations in merchandising salesmen, customer and material. Good salesmen are necessary, and they must be trained. The salesman must know his material and must have personality. Salesmen should give out name cards, for it builds up confidence for both salesmen and customer. When certain items have been secured, it helps to make personal calls to selected customers. Firms should take or send their salesmen to trade meetings and encourage them to read trade magazines.

The customers are well informed on garden subjects, Mr. Curtis believes. When they are in the place of business, the nurseryman should note their interest and attempt to sell on that basis. Prices should be placed on every item. If material is damaged or second grade, use "as is" cards with price. Mark unusual plants to help explain their higher prices. It is helpful to write growing directions for one's own locality and to have as much printed material as possible to distribute.

If the opportunity presents itself, nurserymen should address garden clubs. However, it may be necessary to set a limit on such talks. Mr. Curtis suggested no more than two talks per week and only at night unless the speaker is to be paid. A library of books on horticultural subjects that can be borrowed by customers creates good will.

The method of handling complaints is highly important. A definite policy should be established. Complaints should always be handled by the boss — this helps to temper or moderate the complaint. Study the customer and ask questions before making decisions regarding the complaint. If the complaint is legitimate, the plant should be replaced. However, no guarantee should apply on "as is" items.

Mr. Curtis emphasized advertising and said that the best way to advertise is to remember the three P's — paper, picture and price.

The final talk was by George B. Sleesman, director of nursery inspection, bureau of plant industry, Har-

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risburg, Pa. His topic was "The Function and Benefits of State Nursery Inspection." He stressed the desire of the department of agriculture to cooperate with nurserymen to the fullest extent. He pointed out, however, that the law requires that applications for license must be made before July 1. In applying, the accurate acreage should be listed and directions given for reaching the nursery.

The inspection of nursery stock is covered by act 90. Nurseries must be inspected at least once each year, and then a certificate is issued. The original certificate issued should be placed in a conspicuous spot on display. Duplicates (tags) should be made and attached to each item or load sold.

Inspectors must know plants, pests (insects and diseases) and controls. Certificates must be withheld until stock is clean. Inspectors can refuse to inspect weedy nurseries. It is their duty to tag plants, groups, rows or blocks if not clean, and the tags must be left until inspectors remove them when satisfied that state standards have been met.

R. P. M.

WELLINGTON APPLE VARIETY

L. G. Klein reports in the summer edition of the American Pomological Society's publication, *Fruit Varieties and Horticultural Digest*, on the Wellington apple, the latest apple to be introduced by the New York state agricultural experiment station, Geneva. The apple is named for Richard Wellington, who was long in charge of the fruit-breeding work at the station.

The Wellington variety resulted from the cross Cortland x Crimson Beauty, which was made in 1924. The trees were planted in the orchard in the fall of 1941 and bore their first crop in 1947. They have borne consistently since that time.

The Wellington apple tree is described as upright-spreading, the branches having desirable wide crotch angles. The variety is an annual cropper, ripening evenly, the fruit being solid, red-streaked and of large size, and fruit hangs well to the tree and is not too subject to bruising. An early bloomer, Wellington may be held in storage for a month and still be acceptable for fresh market sales. The Wellington is mildly subacid in flavor.

Wellington has been propagated and disseminated by the New York State Fruit Testing Association, Geneva, N. Y. Restrictions concerning its propagation are now lifted.

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DICK DEER,
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DINER-OUT,
MAN-ABOUT-TOWN and
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"I'll never go back there to browse" says Mr. Deer, after sampling a few Z.I.P.-treated plants.

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"There's no sense for a rabbit of distinctive tastes, or even a common rodent, to try to have dinner at any of those farms, orchards, preserves or parks where they use that horrid-tasting



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Growers treat their plants and trees with Z.I.P., the effective deer and rodent repellent.

If you have a real rodent or deer problem, why not follow the example of other modern growers?

Use Z.I.P. deer and rabbit repellent—two applications are usually enough to protect an entire season's plantings.

For complete information have your wholesaler write

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ARROW/NAMSCO PEATS = SALES REPEATS



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SQUARES
REED MATS

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SHRUBS AND TREES FOR THE SMALL PLACE, by P. J. Van Melle. \$3.00.

Hardy deciduous materials for the home grounds. American Nurseryman, Chicago 4, Ill.

The YORK RAKE MODEL RE

Rakes stones, roots and debris

Grades, levels and mulches soil

Reverses for bulldozing

Spreads stone and gravel

Sturdy . . . efficient . . . easy to use
Does the work of a crew of men

For landscaping work, the YORK RAKE is unsurpassed as a versatile, cost-saving tool. It does every lawn-building job from rough grading to final raking in a fraction of the time it takes a crew of men to do the work . . . often pays for itself in labor-saving on the very first job!

Park superintendents have found that the YORK RAKE is practically the only tool they need for clearing debris from picnic grounds, playgrounds, ball diamonds and bathing beaches, and for grading and raking areas that are to be seeded. A grader blade attachment (optional) works hard-packed ground, maintains driveways and cuts ditches.

Fits all tractors with 3-point hitch

The YORK RAKE is designed for use with all tractors with a standard 3-point hitch. Adjustments are simple and easy to make. Even an inexperienced operator can do satisfactory work the first time he uses the RAKE! Save on costly extra equipment—eliminate expensive hand labor . . . get the complete story on the YORK RAKE now!

For literature and prices,
write to Dept. AN-355

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ANTI FROST
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ANNOUNCING
 Polyethylene Root Protector Bags
 and Bags for General Packaging
Wholesale Only
 Write for sample and prices; state size.

Plant LABELS

\$8.00 per 1000 in lots of 5000

Plastic style 2745 for trees, shrubs, bulbs, etc. Red, blue, green, yellow and white. Smooth surface for marking.

1000	.....	\$9.00
3000	.....	8.50 per 1000
5000	.....	8.00 per 1000

14 assorted styles, low priced . . . save! Order direct to Department 5-46 for this special price on style 2745, illustrated. Free catalog.

NATIONAL BAND & TAG CO.
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2745

STAN SAYS

Shrub Rose

The hybrid rugosa Agnes is one of the best of the spring-flowering shrub roses. It has had no heavy advertising appropriations spent on it, but it has been around since 1900 and should be better known. Foliage is dark green, persistent and free from discoloration. May 16, 1955, this excellent rose was in bloom at Mentor, O. The flower is three inches in diameter, is double and has mild fragrance; the deep yellow inside the flower fades out toward the edge. The plant grows six to nine feet high. Every garden should have at least one Agnes rugosa rose in it!

Several years ago, I was told about the pink-flowering Idaho locust; so I ordered some. The young trees did not look promising when they arrived—in 1950—but I planted them and found that even on young trees the pink blooms were attractive. I had occasion to plant 10 trees about a steel mill at Carnegie, Pa., near Pittsburgh, where there was considerable granulated slag. We used only about one and one-half bushels of top soil in each hole. Notwithstanding, these locusts have grown like weeds; so they evidently do not mind growing in slag. Nobody has cared for them, either by watering or by feeding. As one would surmise, they are growing in slightly polluted air, and they do not mind that. They are now three to four inches in diameter and they have grown into shapely trees.

Selling

Did you ever go out and sell a good job and then go back to the office and discover that you had sold something you did not have? Go into detail with the customer only about items you are sure you have (and your competitor does not have). If a customer submits a long list (one

New WhiteShowers Misting Nozzle

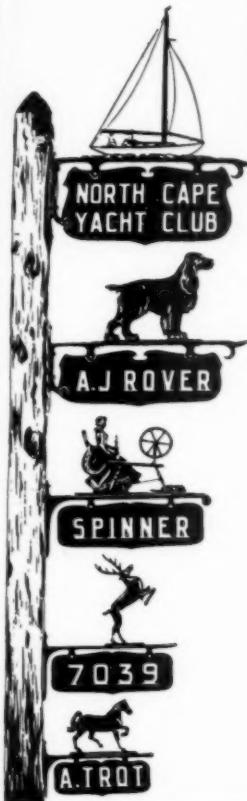
The finest, simplest and most efficient nozzle for propagation and humidity control. Requires no tee, sweat fittings, solder, etc., or work of plumber or expert to install. Made of stainless steel.

Price only \$3.00

Sample with hose-testing cap \$3.75 postpaid

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EVERYONE A PROSPECT

Impulse purchase—they have definite "eye-appeal"—popularly priced.

WHITEHALL Weather Vanes

Equipped with swivel base for quick and easy installation—adaptable for cupolas. Precision built of never-rust aluminum. Hundreds of artistic designs—variety of sizes.

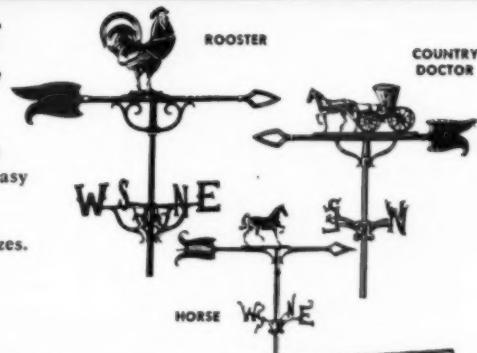
- Master Craftsmanship
- Precision Built
- Never-rust Aluminum Construction
- Universal Swivel Base for quick installation.

House Signs

For tree or post—lawn or wall—with reflecting numerals or name in Duo-Glo letters.



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See how you can cash in on the ever growing demand—especially for the popular ranch type homes sweeping the country. We will send you catalog with complete information regarding our FREE display stand, envelope stuffers, newspaper mats and other dealer helps.

each) of malus and other flowering trees to me for a bid and I find a local competitor has every last one of these plants in the sizes indicated, it does not take me long to decide to turn down the quotation, for all I can hope to do is to trade dollars, and no one can do that unless the buyer is one of his best customers, in which case he is almost forced to fill the order.

If I get a call from a new customer, I make it a point to discover whether the job is to be competitive. If it is to be competitive, I generally say I am not interested, for I explain I handle the best stock and cannot possibly meet competition. If the new prospect has been recommended by an old customer, that changes the picture entirely, and I call on the prospect, present ideas for planting and quote prices.

Buying

A personal visit to nurseries may pay well when buying stock. I know that one can increase his profit on a job by shrewd purchasing. I remember a case where a nurseryman bought lining-out stock in two different nurseries; at the second nursery he paid 15 cents less per plant and got a better product.

I can learn much from almost any-

GETS THE MOST OUT OF YOUR SOIL

THE ONLY COMPOST GRINDER

THAT DOESN'T REJECT
CLODS AND HARD SOD



PORTABLE MODEL 2-XB
Gas or electric powered, \$124.50, less motor, belt guard; \$178 complete with 2 1/2 hp Briggs & Stratton engine FOB Wichita.

MODEL 4-EV WITH DETACHABLE ELEVATOR

Grinder and elevator detach so each can be used separately \$752.40, complete with two engines FOB Wichita.



GRINDS OR SHREDS AS DESIRED

There is no other compost grinder that can compare with the W-W Compost Grinder and Soil Shredder. It comes equipped with interchangeable rollers and grinding screen so that, with the rollers in, you can shred organic matter properly for composting or mulch . . . or, with the screen in, you can make potting soil and top-dressing from heavy sod, and you can mix compost, mulch or other fertilizer with your soil. It literally turns leaves, twigs, stalks, prunings and manure into gardener's gold. It handles practically everything . . . reduces it to the desired texture . . . and rejects only the unwanted trash.

Write for literature and dealer's name.

W-W GRINDER CORP.

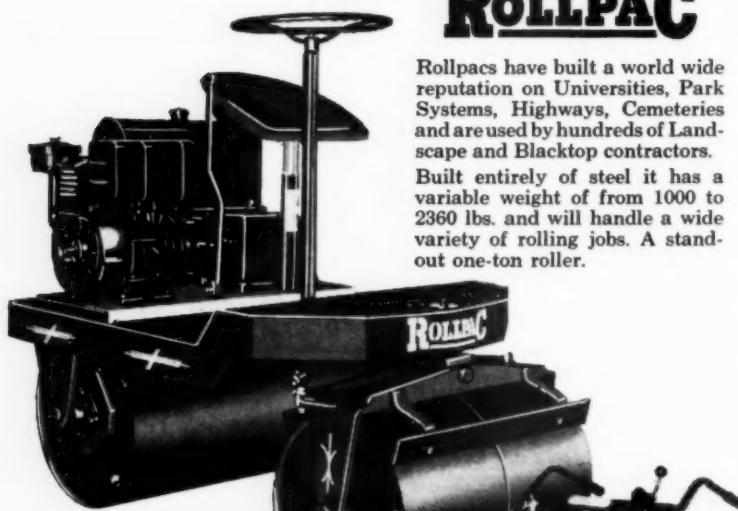
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Rollpacs have built a world wide reputation on Universities, Park Systems, Highways, Cemeteries and are used by hundreds of Landscape and Blacktop contractors. Built entirely of steel it has a variable weight of from 1000 to 2360 lbs. and will handle a wide variety of rolling jobs. A stand-out one-ton roller.

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Complete nourishment for acid-soil plants

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Kenilworth Ivy

Why should Kenilworth ivy, or toadflax, no doubt the smallest plant I shall ever write about, have its botanical name changed from *Linaria cymbalaria* to *Cymbalaria muralis*? By looking under all four names one should be able to find the plant listed in a seed catalog. It is excellent for growing in the cracks or joints of stone paths, walks, terraces and steps.

Kenilworth ivy has a creeping habit; the flowers are like miniature snapdragons and are produced by the hundreds. This plant has always traveled in the best gardens from Bar Harbor, through Chestnut Hill and Sewickley to Lake Forest. The seeds may be bought by the ounce or pound and should be sown in April, May or June, depending on the latitude.

Other plants suitable for planting in the same locations are *Arenaria verna caespitosa* (moss sandwort) and *Herniaria glabra* or *Mazus japonicus*. *Arenaria* in Pittsburgh has to be covered with a bushel basket top in the winter. *Mazus* may spread into the lawn.

NURSERY TAGS
"Weather Resistant"

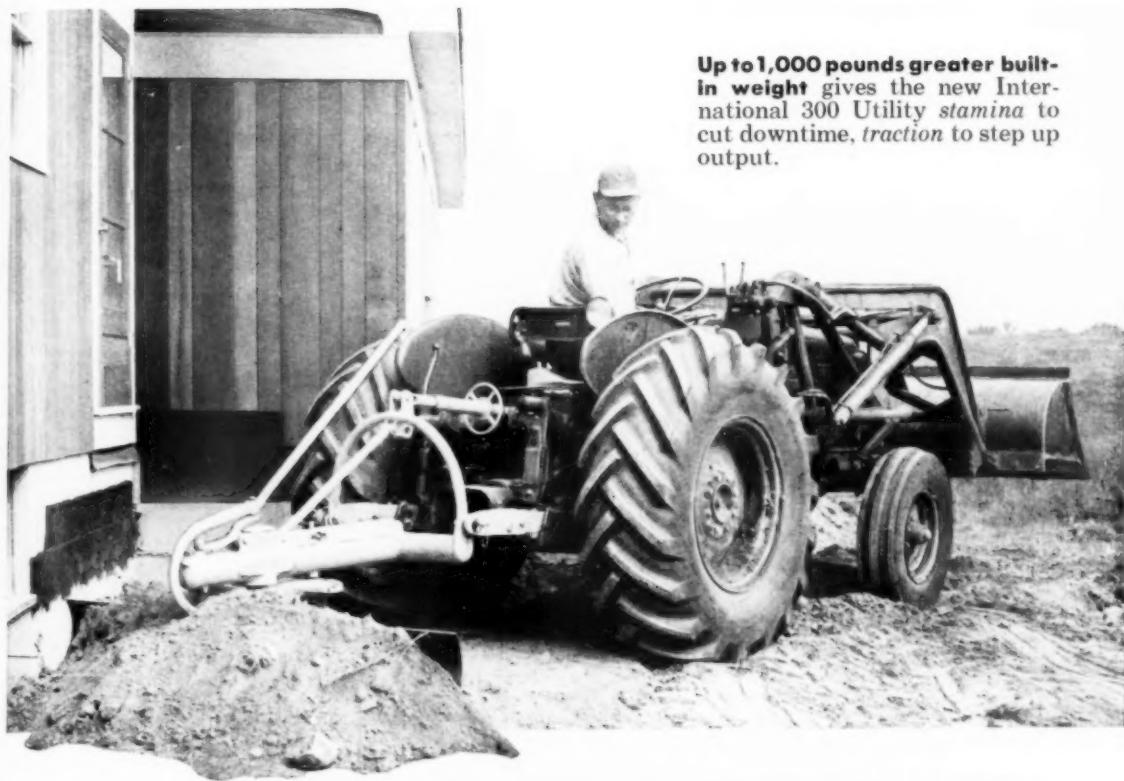
Size $\frac{1}{2} \times 6$ ins.		
Prices per 1000—Tag Stock		
1000 to 4000	\$1.35	20,000.....\$0.90
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- Made of Water-resistant Paper Stock
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Up to 1,000 pounds greater built-in weight gives the new International 300 Utility stamina to cut downtime, traction to step up output.



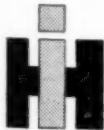
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Steer single-handed, maneuver in cramped quarters . . . keep the other hand free to control equipment as you load, backfill, doze, grade and level *on the go!* With 300 Utility built-in weight for superior traction, users report up to 25 per cent faster landscaping than with lighter-weight, harder-to-handle outfits.

IH power steering blocks kickbacks from the front wheels to lessen operator fatigue. It is powered from the tractor's regular Hydra-Touch system, eliminating cost of a separate pump.



Steer as easily on soft ground as on surfaced yards with the power-steering International 300 Utility! Above, disk 8 feet, 5 inches wide with McCormick® Fast-Hitch tandem harrow, one of a full tillage implement line.



Your IH Dealer will demonstrate . . . get the *feel of the wheel . . .* phone today! For free folder, write International Harvester Company, Dept. AN-4, P. O. Box 7333, Chicago 80, Illinois.

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International Harvester products pay for themselves in use—McCormick Farm Equipment and Farmall Tractors . . . Motor Trucks . . . Crawler and Utility Tractors and Power Units—General Office, Chicago 1, Illinois

PROFIT

with HILL'S banded evergreen line

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- Planting Flexibility



No "skips" mean more SPECIMEN

Don't let "skips" and "culls" skyrocket your inventory costs. You buy "inventory insurance" with HILL'S BANDED LINERS. You owe your inventory the advantage of every precaution taken to reduce loss.



Character for CANNING

You can afford to line "only the best" into containers. A Hill Banded Liner produces the highest-quality plant in the shortest possible time. You need only to compare the results to be certain.

HARVEST

is the
KEY



FOR MORE PROFIT PER TREE

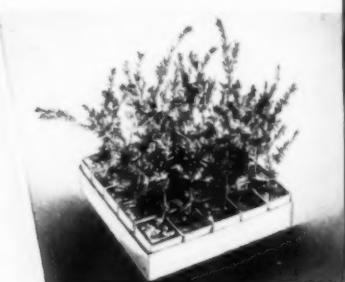
TRIMMED for initial development

Trimming early and often at HILL'S speeds specimen production. Hill's banded liners grow easily into well-furnished plants. Masses of winter buds tell the story of coming development. No cultural care that will contribute to your successful production is overlooked — you can depend on it!



GROWING in a specially prepared medium

Not just established, but GROWING. You must get continued growth at rapid development to produce the profit that you expect. The fertilizer mix provided these plants insure their development.



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Hill's banded liners arrive in the big $2\frac{1}{2} \times 2\frac{1}{2} \times 3$ -in. veneer plant bands in which they have been growing for TWO YEARS. Plant them when it best fits your program. No great transplanting shock.

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